

# GRAIN DEALERS JOURNAL

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# The GRAIN DEALERS JOURNAL.

## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this Directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

### AMARILLO, TEX.

Panhandle Gr. & Eltr. Co., whsls., gr., fd. seeds.\*  
Plains Gr. Co., E. S. Blasdel, millet, cane, kafir.\*

### ATCHISON, KANS.

Blair Elevator Co., receivers & shippers.\*

### ATHENS, GA.

Eppes, Wm. E., grain, hay, flour, produce.

### ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.  
Baltimore Pearl Honey Co., corn pdts.\*  
Blackburn & Co., C. P., grain, recrs., exporters.\*  
Dennis & Co., grain merchants.\*  
England & Co., Chas., grain, hay.\*  
Fabey & Co., John T., gr'n receivers & exprs.\*  
Hammond, Snyder & Co., Inc., receivers, exprs.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
Robinson & Jackson, gr. com. merchants.\*  
Wack & Co., Henry E., grain, hay, feeds.

### BEAUMONT, TEX.

Archer Brkg. Co., W. R., grain broker.

### BLOOMINGTON, ILL.

Baldwin Grin Co., brokers.\*  
Hasenwinkle Grin Co., brkrs. of country grain.  
Worth-Gyles Grin Co., cash and future grain.\*

### BOSTON, MASS.

Chamber of Commerce Members.  
Benzajquin, Matthew D., grain brokerage, com'n.\*  
Cressey, Fred L., hay, grain, bkg. com.  
Jaquith, Parker, Smith & Co., wheat barley milo.\*  
Marden & Co., C. F., grain brokers.\*  
Taft, R. C., grain broker.

### BUFFALO, N. Y.

Corn Exchange Members.  
Buffalo Grin Co., recrs., fwhrs., consignments.  
Churchill Gr. & Seed Co., recrs., shippers.\*  
Doorty-Ellsworth Co., Inc., brokerage commission.\*  
Electric Grin Eltr. Co., consignments.\*  
Harold A. W., grain, barley a specialty.  
Irwin, Dudley M., barley.\*  
Pratt & Co., receivers, shippers of grain.\*  
Taylor & Bourne Co., receivers and shippers.\*  
Urnston Grin Co., grain commission.\*

### CAIRO, ILL.

Board of Trade Members.  
Antrim & Co., H. S., receivers, shippers.\*  
Halliday Eltr. Co., grain dealers.\*  
Magee-Lynch Grin Co., grain.\*  
Thistlewood & Co., grain and hay.

### CEDAR RAPIDS, IOWA.

Gifford-Matthews Co., grain and grain pdts.\*  
King Wilder Grin Co., grain shippers.\*

### CHICAGO, ILL.

Board of Trade Members.  
Anderson & Co., W. P., grain commission mchts.\*  
Armour Grin Co., grain buyers.\*  
Bailey & Co., E. W., grain commis'n mchts.\*  
Bartlett & Son Co., L., grain commission.\*  
Bartlett-Frazier Co., grain merchants.\*  
Bennett & Co., Jas. E., commission merchants.\*  
Brennan & Co., John E., grain com'mn mchts.\*  
Carhart Code Harwood Co., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Finney & Co., Sam., consignments solicited.  
Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., commission merchants.\*  
Hales & Edwards Co., grain merchants.\*  
Harvey Grin Co., corn and oats.\*  
Hitch & Carder, commission merchants.  
Hoit & Co., Lowell, commission, grain and seeds.  
Lamson Bros. Co., consignments solicited.\*  
Lewis & Co., F. S., grain & provisions.\*  
Lipsey & Co., grain commission.\*  
Logan & Bryan, options, cash grain.\*

### CHICAGO (Continued).

Lowitz & Co., E., grain commission.\*  
Lyman Joseph, Grin Co., grain shippers.  
McKenna & Rodgers, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Norris Grin Co., grain merchants.\*  
Paynter, H. M., grain and field seeds.  
Perrine & Co., W. H., grain and commission.\*  
Pope & Eckhardt Co., grain and seeds.  
Press & Co., W. G., grain, provisions, stocks, etc.  
Quaker Oats Co., buyers of grain.  
Rosenbaum Bros., receivers, shippers.\*  
Rothechild Co., D., receivers & shippers.  
Rumsey & Company, grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer & Co., J. C., grain merchants.\*  
Simons, Day & Co., grain merchants.  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., C. H., receivers-shippers.\*  
Ware & Leland, grain and seeds.\*

### CINCINNATI, O.

Grain & Hay Exchange Members.  
Blumenthal, Max, grain, feed, hay and straw.\*  
Brouse-Skidmore Co., grain, hay, feed.\*  
Early & Daniel Co., grain, hay, feed.\*  
Perin Bros., want corn.\*  
Mutual Commission Co., hay, grain and feed.\*

### CLEVELAND, O.

Grain and Hay Exchange Members.  
Balley, E. I., grain and millfeed.\*  
Cleveland Grin Co., The, receivers and shippers.\*  
Gates Eltr. Co., The, recrs. & shpr's.\*  
Lake Shore Eltr. Co., grain and feed.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*  
Star Eltr. Co., receivers, grain, hay, straw.\*  
Strauss & Co., H. M., recrs., shpr's, hay & grain.\*  
Union Elevator Co., The, grain and hay.\*

### DALLAS, TEX.

E. A. Johnson Co., grain & flour brokers.  
Stagner Bros., recrs., shpr's, grn., hay, c. s. prod.

### DAVENPORT, IOWA.

Davenport Eltr. Co., receivers and shippers.\*  
Merchants Eltr. Co., buyers-sellers all gns.  
Purity Oats Co., buyers of grain.

### DECATUR, ILL.

Baldwin & Co., H. L., grain brokers.\*

### DENVER, COLO.

Grain Exchange Members.  
Ady & Crowe Merc. Co., The, grain & hay.  
Best & Co., J. D., buy and sell all grains.\*  
Crescent Flour Mills, The, wheat, corn, oats.\*  
Denver Elevator, We buy & sell grain & beans.\*  
Hungarian Flour Mills, wheat, corn, oats, etc.  
Kellogg Gr. Co., O. M., recrs. & shpr's.\*  
O'Donnell Grin Co., wholesale grain.\*  
Phelps Grin Co., T. D., wholesale grain.\*  
Summit Grin & Coal Co., wht., corn, oats, rye, bly.  
Thompson Merc. Co., The W. F., wholesale hay.

### DETROIT, MICH.

Board of Trade Members.  
Carson & Co., H. C., corn, oats, rye.\*  
Caughy-Jossman Co., grain & seeds.\*  
Dumont, Roberts & Co., receivers, shippers.\*  
Huston, C. R., gr., hay comgmnts. a specialty.\*  
Lichtenberg & Son, oats, corn, hay, straw.  
Simmons & Co., F. J., grain & hay.\*

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.  
Dorsey Grin Co., receivers, shippers.

### FRANKFORT, IND.

Frank & Co., William, grain brokers.

### GREAT FALLS, MONTANA.

Barkemeyer Grin & Seed Co., grain dealers.

### GREENVILLE, O.

Grubbs Grin Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Elder, Fred W., whlsl. grain, hay and mill pdts.\*  
Koehler-Twidaile Elevator Co., grain dealers.\*  
Stockham Grin Co., E., whole grain & feed.\*

### HOUSTON, TEX.

Gulf Grin Co., grain, hay, millfeed.\*

### INDIANAPOLIS, IND.

Board of Trade Members.

Belt Elvtr. & Feed Co., receivers and shippers.  
Bingham-Hewett-Scholl Co., grain merchants.\*  
Boyd Grin Co., Bert A., strictly brkg. & com.\*  
Hayward-Rich Grin Co., grain commission.  
Heimiller Grin Co., receivers and shippers.

Hill, Lew, strictly commission.  
Hoosier Grin Co., consignments only.  
Kinney Grin Co., H. E., receiver and shipper.\*  
Lowitz & Co., E., grain commission.\*  
McCardle-Black Co., grain merchants.  
Minor, B. B., grain consignments solicited.  
Montgomery & Tompkins, receivers and shippers.  
Urmston Grin Co., receivers & shippers.\*  
Witt, Frank A., grain commission & brokerage.\*

### JACKSON, MICH.

Stockbridge Elvtr., trk. buyers, sirs., gr. & sds.

### KANSAS CITY, MO.

Board of Trade Members.

Addison-Benton Grin Co., consignments.  
Armour Grin Co., grain buyers.  
Aylen Grin Co., receivers, shippers.\*  
Beyer Grin Co., consignments & mill orders.  
Bruce Bros. Grin Co., consignments.  
Clay (Frank B.) Grin Co., hedging—mill orders.\*  
Christopher & Co., B. C., kafir, feterita, milo.\*  
Croydale Grin Co., grain commission.  
Doris Grin Co., A. C., grain commission.  
Denton Kuhn Gr. Co., consignments.\*  
Dilts & Morgan, consignments.\*  
Ernst-Davis Grin Co., commission.\*  
Fisher Gr. Co., C. V., receivers & shippers of gr.\*  
Frisco Elevators Co., grain merchants.\*  
Goffe & Carkener, recvs. and shpr's. of grain.\*  
Hall-Baker Grin Co., consignments.  
Hinds Grin Co., The, receivers, shippers.\*  
Langenbeck Bros. Gr. & Hay Co., recvs., shpr's.  
Menandsleek Grin Co., consignments.\*  
Moore-Lawless Grin Co., grain receivers.\*  
Moore-Seaver Grin Co., receivers & shippers.\*  
Morrison Grin Co., consignments.  
Nellis-Witter Grin & Mig. Co., grain & feed.\*  
Norris Grin Co., grain merchants and exporters.  
Parker Corn Co., corn, oats, kafir, milo.\*  
Roahen Grin Co., E. E., consignments.  
Root Grin Co., consignments and futures.\*  
Scoular-Bishop Grin Co., consignments.\*  
Simonds-Shields-Loudsle Gr. Co., recvs., exprs.\*  
Stevenson Grin Co., buyers and sellers.\*  
Twidaile Grin Co., consignments-futures.

### LAKE CHARLES, LA.

Beatty Brokerage Co., grain brokers.\*

### LAKE VILLAGE, ARK.

City Feed Co., The, whlsl. hay, grain & feeds.

### LITTLE ROCK, ARK.

Board of Trade Members.

H. K. Cochran Co., receivers and shippers.  
Cunningham Commission Co., gr., corn products.\*  
Darragh Company, hay, grain, mixed feeds.\*  
E. L. Farmer Co., brokers, hay, grain, mill feeds.\*  
Munn-Burrow Brokerage Co., grain, hay millfeed.\*  
George Niemeyer Grin Company.\*  
J. F. Weinmann Mig. Co., wholesale gr. and feeds.

### LIMA, O.

Pollock Grin Co., buyer grain, hay, straw.\*

Riddle & Co., T. P., hay and grain.

### LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Gr. Co., recvs.-shpr's. grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Edinger & Co., grain, hay, flour.

Fruechtenicht, Henry, hay, grain, mill products.\*

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[Incorporated]

Vol. XLII. No. 4.

Chicago, Ill., U. S. A., February 25, 1919

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## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

### LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.\*

### MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker, com. merchant.\*  
Buxton, E. E., broker and commission merchant.\*  
Davis & Andrews Co., grain dealers.\*  
Hasenwinkle Co., H. J., consignments.  
U. S. Feed Co., grain, hay, millfeed.

### MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

### MILWAUKEE, WIS.

Chamber of Commerce Members.

Bacon Co., E. P., grain and seed.\*  
Donahue Stratton Co., grain merchants.\*  
Hensley & Owen, grain commission.\*  
Kamm Company, P. C., barley and rye.\*  
Moering Grain Co., grain and feeds.  
Rankin, M. G., & Co., grain and feed.  
Rialto Elvtr. Co., grain receivers & shippers.\*  
Runkel & Dadmum, grain commission.\*  
Taylor & Bourque Co., shpr. corn, oats, barley.\*

### MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Benson, Stabek Co., grain com.\*  
Cargill Commission Co., grain commission.  
Carter, Sammis & Co., grain commission.  
Cereal Grading Co., grain merchants.\*  
Dalrymple Co., William, gr. com.\*  
Davies & Co., F. M., grain commission.\*  
Getchell-Tanton Co., grain commission.  
Godfitch-Bianchard Co., grain recvs.-shpr.\*  
Gould Grain Co., receivers & shippers.\*  
Hankinson & Co., H. L., grain commission.  
Lewis & Co., Chas. E., consignments.\*  
Marfield Grain Co., grain commission.\*  
McCaull Dinsmore Co., consignments solicited.\*  
Poehler, H. & Co., grain commission.\*  
Scroggins McLean Co., corn and oats.\*  
Van Dusen-Harrington Co., grain merchants.\*  
Woodward Newhouse Co., grain merchants.  
Zimmerman, Otto A., barley & oats my spec'lty.

### NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

### NEW ORLEANS, LA.

Steele Co., The J. H. W., gr. frt. brok. & forwdrs.\*

### NEW YORK CITY.

Produce Exchange Members.

Bolle-Watson Co., Inc., receivers and exporters.  
Brainard Commission Co., consignments.\*  
Blake, Thomas M., buyers—quote us.\*  
Jones & Co., M. B., buyers—quote us.\*  
Knight & Company, commission merchants.\*  
Morey, L. A., grain.  
Schwartz & Co., B. F., com'nsn merchants.\*  
Terrien, A. F., broker.

### OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Conyers Grain Co., grain merchants.\*  
Dustin Grain Co., grain, feed, seeds.\*  
Langenberg Bros. Gr. Co., grain merchants.  
Oklahoma Export Co., grain commission.\*  
Okla. City M. & E. Co., grain mer., mfrs.\*  
Rutledge Grain Co., com. merchants.  
Stowers Grain Co., W. B., com. merchants.

The Grain Dealers Journal takes particular pains to list in this Directory only such firms as are thoroughly representative. The introduction we give to the trade is accordingly worth more than if this were a haphazard collection of names, without regard to reputation. The Journal's policy throughout is to safeguard the interests of its readers, and to be of valuable assistance to responsible advertisers. It shows in every line and page editorial care and precision, with never any guesswork in what we print, and nothing in any sense questionable allowed to get past the watchers on guard.

### OMAHA, NEBR.

Grain Exchange Members.

Adams-Whyte Grain Co., consignments.  
Cope & Kearney, grain commission.  
Crowell Elevator Co., receivers, shippers.\*  
Fisher Rothschild Grain Co., corn and oats.\*  
Holmquist Elevator Co., receivers and shippers.\*  
Kern Co., brokers & commission merchants.\*  
Maney Grain Co., The, consignments.\*  
Merriam Commission Co., consignments.\*  
Miller Wilson Grain Co., recvs. & shippers.  
Nye Schneider Fowler Grain Co., consignments.\*  
Omaha Elevator Co., receivers, shippers.\*  
Roberts Grain Co., Geo. A., grain merchants.  
Trans-Mississippi Grain Co., recvs. & shpr.\*  
United Grain Co., grain commission.  
Updike Grain Co., consignments.\*  
Vanderslice Lynds Co., consignments.\*

### PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.\*  
Buckley & Co., grain and seeds.\*  
Cole Grain Co., Geo. W., grain com. mchts.\*  
Conover Grain Co., E. B., grain commission.\*  
Consumers Grain Co., grain receivers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feitman Grain Co., C. H., grain commission.\*  
Frier & Co., T. A., grain commission.\*  
Harwood-Young Co., grain commission.  
Luke Grain Co., grain commission.\*  
McFadden & Co., G. C., consignments.  
McCreary & Son, J. A., wheat, corn, oats.\*  
Miles, P. B. & C. C., grain commission.\*  
Mueller Grain Co., receivers and shippers.\*  
Rumsby, Moore & Co., grain receivers.\*  
Warren Com. Co., consignments.\*

### PHILADELPHIA, PA.

Commercial Exchange Members.

Deip Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Ezl., flour, grain, feed.\*  
Lemont & Son, E. K., hay, grain, millfeed.\*  
Miller & Sons, L. F., grain, seeds, hay.\*  
Richardson Bros., grain, flour, millfeed.\*  
Richardson, Geo. M., grain and feeds.\*  
Rogers & Co., E. L., hay, straw, grain, feed.\*  
Scattergood & Co., S. F., corn-oats.\*  
Taylor & Bourque Co., shippers corn-oats.\*  
Young & Co., S. H., wheat, corn, oats.

### PINE BLUFF, ARK.

Riley Feed Mfg. Co., mfrs., alfalfa, molasses & chicken feeds; jobbers mill feeds & cereals.

### PITTSBURGH, PA.

Members Grain and Hay Exchange.

Elwood & Co., R. D., hay and grain.\*  
Geidel & Leublin, grain and hay.  
Heck & Co., W. F., grain, hay, millfeed.\*  
Herb Bros. & Martin, grain and hay.  
McCague, R. S., grain, hay.  
Walton Co., Samuel, grain and hay.\*

### PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

### PUEBLO, COLO.

McClelland Mct'l I. & R. Co., grain, hay & feed.\*

### RICHMOND, VA.

Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.

### SAGINAW, MICH.

Smith-Connor H. & Gr. Co., hay and grain.

### ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., buyers and shippers.\*  
Gunnell Windle Grain Co., buyers and sellers.\*  
Holdridge Grain Co., receivers and shippers.\*  
Aunt Jemima Mills Co., A. J. hominy feed.  
Geiger Grain Co., commission merchants.\*  
Gordon Comm. Co., T. P., grain dir. and broker.\*  
Marshall Hall Grain Co., consignments solicited.\*  
McKee Lindley & Dunn Grain Co., commission.  
Mid-West Grain Co., pure soft wheat.\*  
Sloan Simmons Grain Co., consignments.\*  
St. Joseph Hay & Grain Co., grain merchants.\*

### ST. LOUIS, MO.

Annan Burg G. & M. Co., flour, grain, millfeed.\*

Brockman & Co., Arthur, grain commission.  
Dreyer Com. Co., fdg. stufs, grain, seeds.\*  
Elmore Schultz Gr. Co., recvs. & shpr. grain.\*  
Goffe & Carkeet Co., grain commission.\*  
Graham & Martin Grain Co., grain commission.\*  
Marshall Hall Grain Co., grain com.\*  
Mason Hawpe Grain Co., grain merchants.  
Langenberg Bros. Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsey Com. Co., grain & grass seed.\*  
Teasdale Com. Co., J. H., recvs. & shippers.\*  
Toberman, Mackey & Co., grain, hay, seeds.\*  
Turner Grain Co., grain commission.

### SIOUX CITY, IOWA.

Board of Trade Members.

Bailey, Walter H., Grain Merchants.\*  
Flanley Grain Co., grain and commission.\*  
King Elevator Co., receivers & shippers.  
McCaull Dinsmore Co., commission.\*  
McCaull Dinsmore Co., all kinds of grain.  
Quinn-Shepherdson Co., grain commission.\*  
Rumsey & Co., receivers of consignments.\*  
Slaughter Burke Grain Co., receivers, shippers.\*  
Taylor & Bourque Co., buyers and sellers.\*

### TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.\*

### TOLEDO, OHIO.

Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.\*  
King & Co., C. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain recvs., shippers.  
Young Grau Co., The, grain receivers & shippers.\*  
Zahm & Co., J. F., grain seeds.\*

### WICHITA, KANS.

Board of Trade Members.

Beyer Grain Co., consignments & mill orders.  
Bruce Bros. Grain Co., Consignments.  
Kansas Milling Co., grain dept., wheat & corn.  
Wichita Terminal Elev. Co., wheat, corn, oats.

### WICHITA FALLS, TEX.

Priddy Grain Co., dom. & export grain.\*

### WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whrls. gr. & sds.\*

# **SAINT LOUIS**

*If you appreciate good service you will like the St. Louis way of doing things.*

St. Louis is one of the oldest established markets in the country, and it continues to maintain its position as one of the great primary markets. Enjoying exceptional advantages by reason of its favorable location at the most important Mississippi River crossing point, and with the new barge line which saves several cents per bushel over the all rail rate on grain going from St. Louis to New Orleans, this market serves well both producer and consumer. Recently future trading in the St. Louis market has increased materially, and now it is four times that of a year ago; thus offering opportunities for hedging on both sides and for speculative trading.

# **Picker & Beardsley**

## **Commission Company**

**125 Merchants Exchange Building  
GRAIN, HAY AND SEEDS**

# Particular patrons vs. Sales Service

Tried in the Court of Competition on  
every **Consignment** entrusted to our care.

**J. L. Frederick Commission Co.,** 422-424 Pierce Building  
ST. LOUIS, MO.

You will need a real representative in St. Louis to handle your wheat this harvest—

*YOU SHOULD GET THE BEST*  
**SEELE BROS. GRAIN CO.**  
When You Think of St. Louis Think of **SEELE**

When You Think of St. Louis Think of SEELE

# MARSHALL-HALL GRAIN CO.

**BRANCH OFFICES**  
St. Joseph, Mo.; Des Moines, Ia.

## WE WILL

Give your grain shipments the best of attention.

## WE WILL

Send you our weekly market letter covering the grain market upon the receipt of your address.

## **Schreiner Grain Company**

SERVICE GIVING COMPANY — Established 1878  
**115 Merchants Exchange** - ST. LOUIS, MO.

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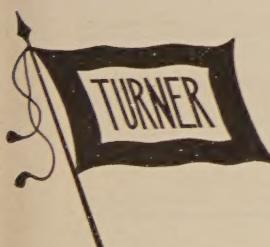
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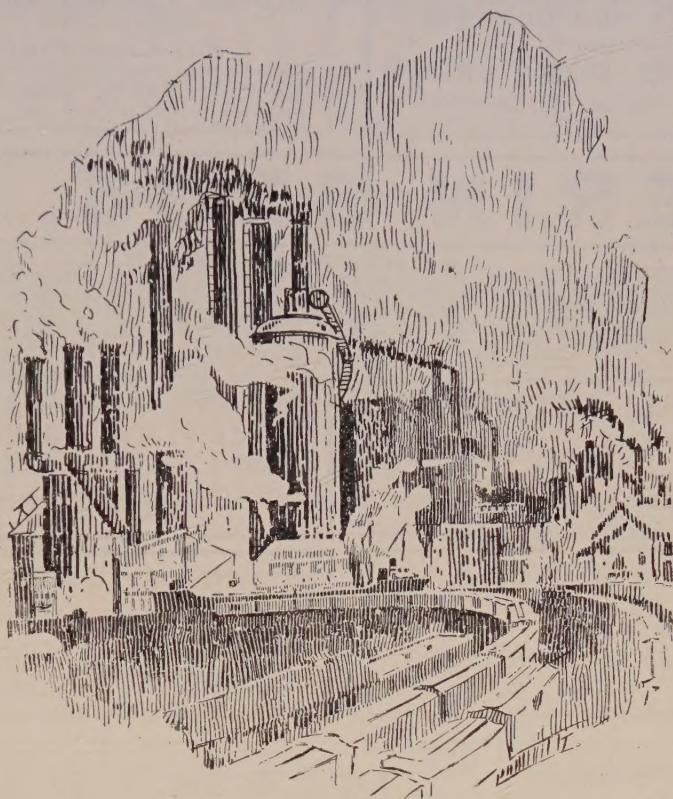
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GRAIN  
1874 COMMISSION 1918  
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Over Forty Years of Service  
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Over 50 years  
In the business  
GRAIN—FEED—HAY

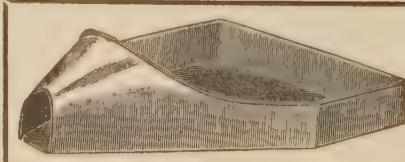
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41 years in the grain business has made us a  
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**Grain Sample Pans**  
Made of sheet aluminum, formed by bending, reinforced  
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The dull, non-reflecting surface of the metal, which  
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Size 2x12x16". Price \$1.75.  
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Specialty  
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THE MANUFACTURER who doesn't advertise because he's afraid his competitors will steal his trade secrets doesn't seem to mind swapping salesmen every six months.—*Class.*

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GET OUR MARKET LETTER AND BIDS  
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RECEIVE MORE-THAN-SATISFACTORY-SERVICE  
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"All We Know Is Consignments"  
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See what we can do with  
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Our Watchwords are  
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Telephone Harney 150 OMAHA, NEBRASKA

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**WHEAT - CORN - OATS**  
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PEORIA  
"The Top of the Market for You"

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Your Consignments solicited—Personal attention—  
Quick Returns to all. Ask for Our Bids.

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Consign your Grain to  
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If you prefer to sell to arrive  
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**Elevator Equipment**  
Tell us what you need for your Grain  
Elevator and we'll tell you where to  
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Peoria offers a strong outlet for  
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Kansas City, Mo.**ADDISON-BENTON GRAIN CO.**Wheat, Corn, Oats, Kaffir, Milo  
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*Your Opportunity*is here. Now is the time to  
let the elevator man know  
you want his business.  
Advertise in the*Grain Dealers Journal*R. J. TRESHER, Pres. L. A. FULLER, Secy  
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Natural Feeding and Milling Corn, Oats,  
Barley, Kaffir Corn and Milo Maize.  
Bulk or Sacked.  
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Members—Kansas City Board of Trade,  
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Advertising must first attract, then interest, and finally convince. Keep advertising and the country shipper will give you the preference.

**SIMONDS-SHIELDS-LONSDALE GRAIN CO.**  
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We Buy and Sell all Kinds of Grain

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GIVEN TO FUTURESMEMBERS  
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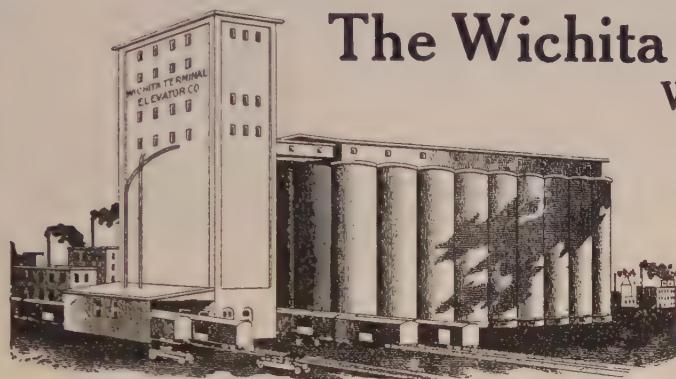


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Superior Service  
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Kansas Hard Wheat a Specialty

We are in the Market for Corn and Oats

**PUBLIC STORAGE**  
STATE WEIGHTS AND INSPECTION AT  
THIS ELEVATOR

**Paul Kuhn & Co.**  
Receivers and Shippers  
**GRAIN**

Terre Haute and Evansville, Ind.

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BUYERS OF Salvage Grains  
Submit Samples and Quote Prices  
JACKSON MICHIGAN

Consign or Sell Your Grain and  
Hay to the South's Best Market!

We serve you in a way that will retain your patronage. We are in the market at ALL times. Correspondence solicited. COTTON-SEED CAKE AND MEAL A SPECIALTY. We supply the requirements of shipper and feeder.

**HAYES GRAIN & COMMISSION CO.**  
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Wants Correspondence with members of the  
Grain Dealers Associations in Ohio, Indiana and  
Illinois. We want strictly sound winter wheat,  
yellow shelled corn and recleaned white oats.

**CORN—BARLEY—OATS**  
Ground Barley  
Yellow Chop Alfalfa Meal  
Wire us to buy or sell

Emporia Elevator & Feeding Co.  
Grain Department  
Emporia Kansas

### The Fort Worth Elevators Company

FORT WORTH, TEXAS  
GRAIN, FEEDS, FIELD SEEDS AND PUBLIC STORAGE  
SOUTHWESTERN HEADQUARTERS KAFFIR, MILO MAIZE FETERITA  
Wire or Write Us to Sell or Buy

CONSIGN  
**WHEAT - CORN - OATS**  
—TO—  
**DUMONT, ROBERTS & CO.**  
301-2 Cham. of Com., DETROIT  
"The top o' the market to you."

**H. C. CARSON & CO.**  
WHEAT—CORN—OATS—RYE—BEANS  
1548 Penobscot Bldg., DETROIT  
"CONSIGN TO CARSON"

**H. J. HASENWINKLE CO.**  
Commission Merchants  
MEMPHIS, TENN.

If What You Want you see advertised, tell the advertiser. If Not--Tell the Journal



*"Morris Dried--Same as Sun Dried"*

## MORRIS GRAIN DRIERS

do their work efficiently because the principle is right—and because they are correctly designed and properly constructed.

### The New Intermittent Discharge

is positive and automatic in operation. The gates have wide openings that can never clog. This feature alone constitutes the greatest single advance in drier construction and design.

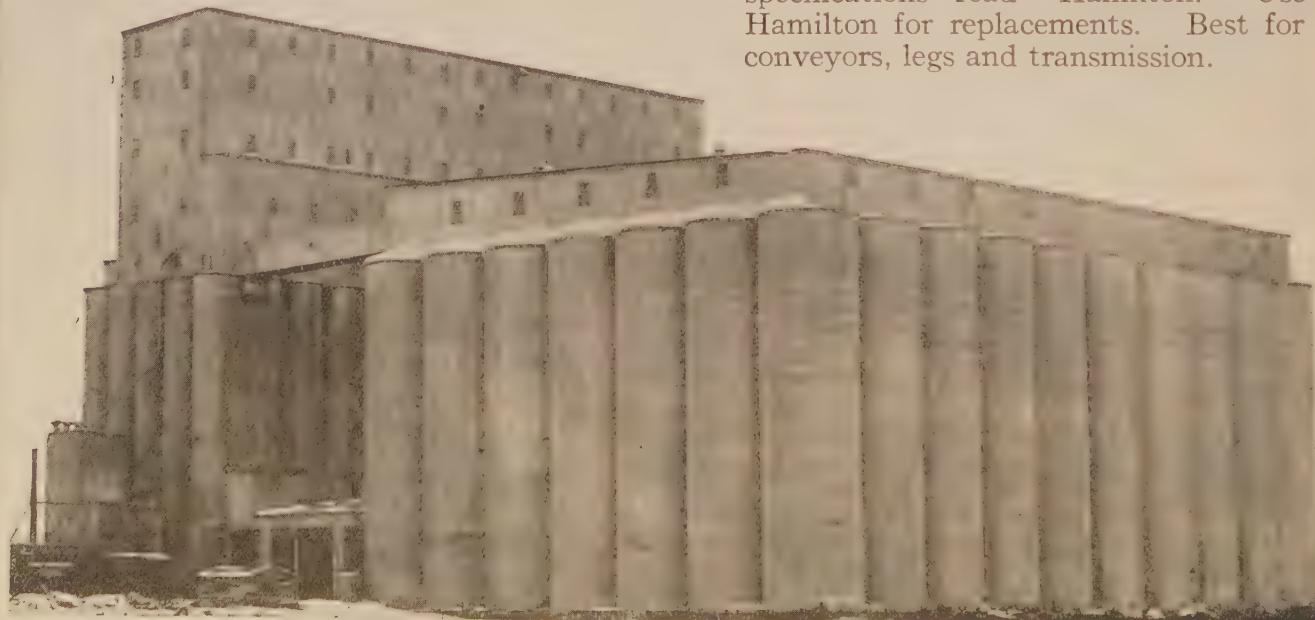
*Write for Descriptive Bulletin*

Manufactured Exclusively by

**The Strong-Scott Manufacturing Co.**  
MINNEAPOLIS, MINN.



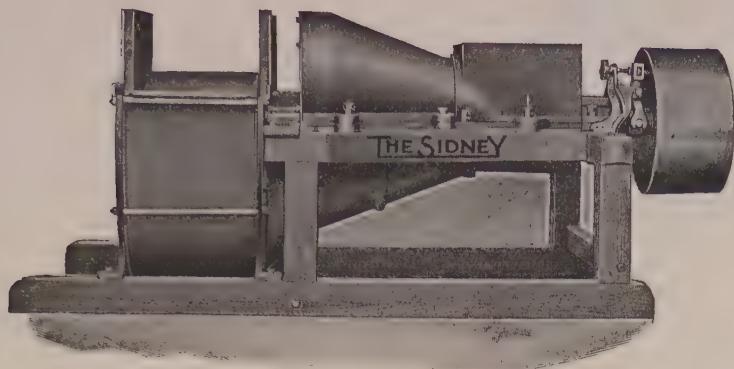
For every belting requirement of the new plant, see that the specifications read "Hamilton." Use Hamilton for replacements. Best for conveyors, legs and transmission.



**HAMILTON RUBBER MANUFACTURING CO.**  
218 N. Wells Street, Chicago, Ill.

FACTORIES: Trenton, N. J.

BRANCHES: New York—Philadelphia



## The SIDNEY Corn Sheller and Boot Combined Without Takeups on Boot

Designed for the convenience of elevator operators who wish to avoid pits and do not favor a Fan Sheller.

No danger of sheller choking as it has an even feed from sheller to boot and cups are always filled evenly.

No chance for leakage of grain in passing from sheller to boot and rats cannot work into boot.

This combined sheller and boot guarantees a high grade of work over a long period of operation with low expense for repairs.

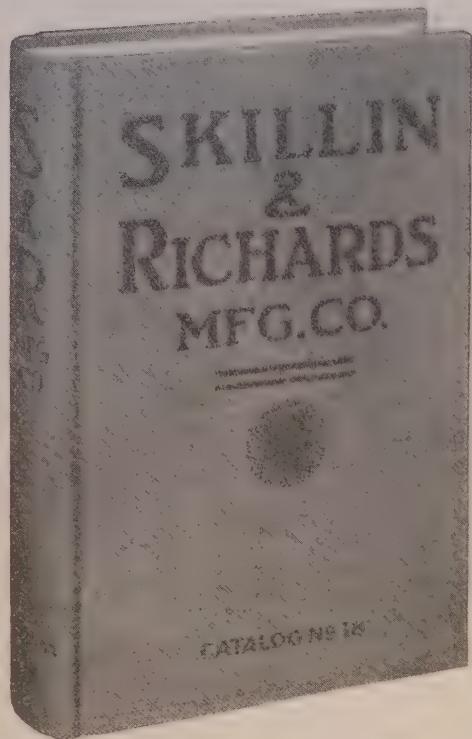
Bear in mind that every Sidney machine is backed by Sidney Service.

Start your  
investigation  
now.

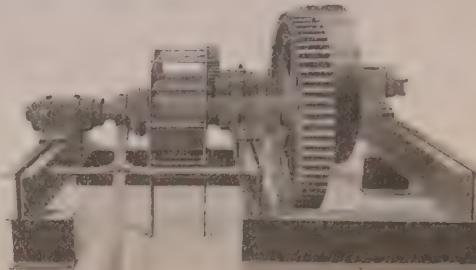


Send for  
our new  
catalogue.

PHILIP SMITH MFG. CO.  
SIDNEY OHIO



You Should Have a Copy  
of this Interesting Catalog  
—Free for the Asking



Wire  
Rope  
Carpuller—  
Capacity  
3 to 30  
Cars

THIS carpuller, as well as many other interesting articles, is fully described in catalog. If your elevator is not already equipped with a carpuller we would advise you to purchase one. It saves time, money and worry.

*Let us send you Catalog telling all about it*

Skillin & Richards Mfg. Co., 4516-60 Cortland St., Chicago

## COMPLETE EQUIPMENT

*For Your Elevator*



THE "U. S." GRAIN CLEANER

Durable, thorough in operation, and will stand up under a heavy strain. The U. S. has one powerful fan which is under control of the operator at all times, and makes less spouting to build. It can be driven from either side, has two air separations, dustless, light running, all journals run cool, is strong and durable and, in fact, is built to give entire satisfaction.



The Constant Safety Manlift

Ball bearings. Easily operated. Strong and durable. Equipped with either Manilla or Steel Cable Hoisting rope.



THE "U. S." CORN SHELLER

Costs no more than the imitations. Money and time saved when repairs are needed. Only a wrench and the new casting necessary.

All our Corn Shellers are now mounted on heavy wood frames, unless you prefer the all iron sheller.

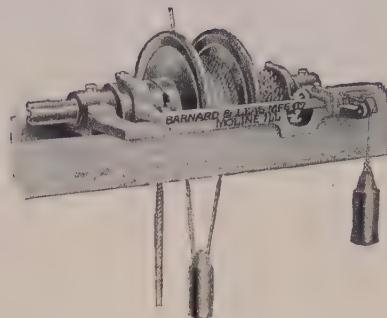
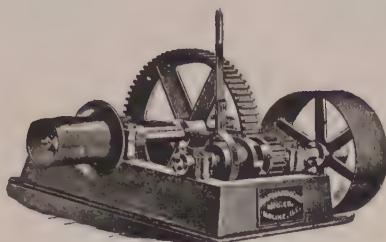
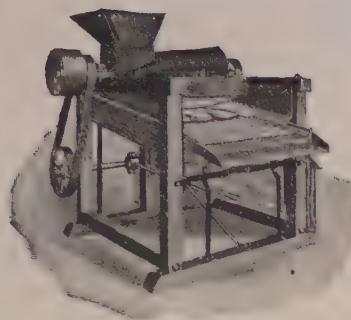
No excuse for cracked corn when you use the U. S. Corn Sheller.

Send for further particulars.

B. S. Constant Mfg. Co.  
Bloomington, Ill.

Send us your orders for Sprocket Wheels, Shafting and Bearings, Elevator Boots, Heads, Buckets, Turn Heads, Spouting, Pulleys, Belting, Sheaves and Rope.

## Headquarters for Complete Elevator Outfits

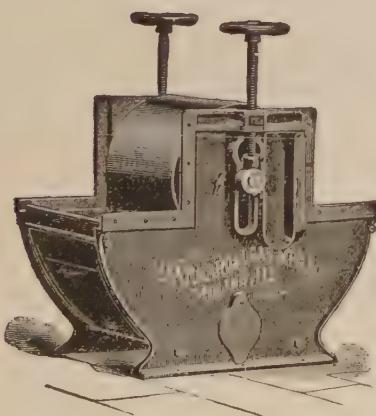


## The Early Bird Catches the Worm

Imitate the early bird by placing your order now before  
the Spring rush begins.

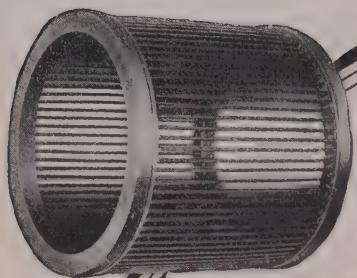
Shops and Tools expressly designed for the  
manufacture of elevator machinery and supplies.

For Quality, Moderate Prices and Prompt Service  
Always Deal With a Specialist



**BARNARD & LEAS MFG. CO.**

MILL BUILDERS AND  
MILL FURNISHERS  
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



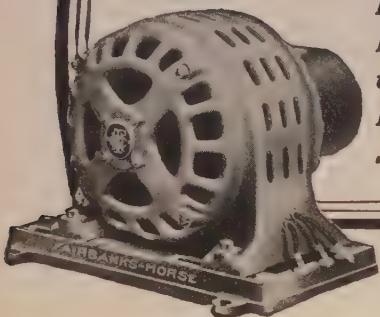
## Here's A Solid Metal Rotor "Cage" Winding

Its strength will impress you. You'll see how the cast-on end rings have melted in with the bar ends—thus giving a jointless structure—and you'll specify "**Fairbanks-Morse Induction Motors**" because you want that lasting quality.

**Fairbanks, Morse & Co.**  
MANUFACTURERS CHICAGO

Fairbanks - Morse  
Electrical Factory  
Indianapolis, Ind.

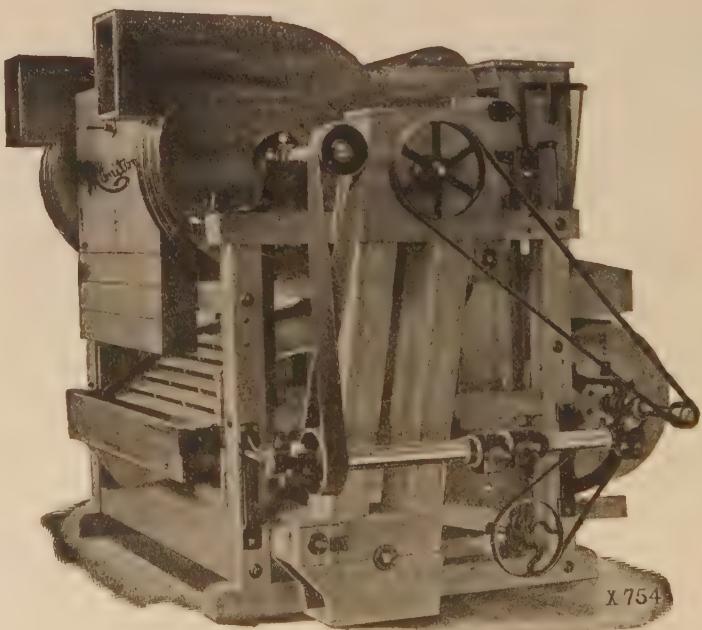
Rigid Cast  
Frame  
with  
Broad  
Solid Feet



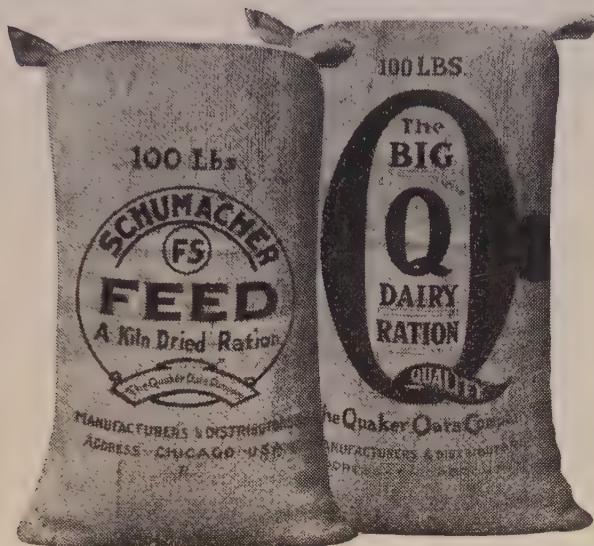
## Northwestern Separator

Will do more and better cleaning of Succotash Mixtures than was ever done until this machine was produced. We stand ready to prove this in any elevator.

**HUNTLEY MFG. CO.**  
Silver Creek, N. Y.



# BUILDING BUSINESS FOR FEED DEALERS



We have so successfully met the dairymen's demand for a well balanced carbohydrate and high quality protein ration in these two feeds that dealers who handle them find them to be excellent business builders.

## SCHUMACHER FEED AND BIG "Q" DAIRY RATION

bring customers to your store because of the tremendous demand for these result-giving feeds. They have helped 32 World's Champion cows make their World's records — that's why these two feeds are the undisputed choice of leading dairymen.

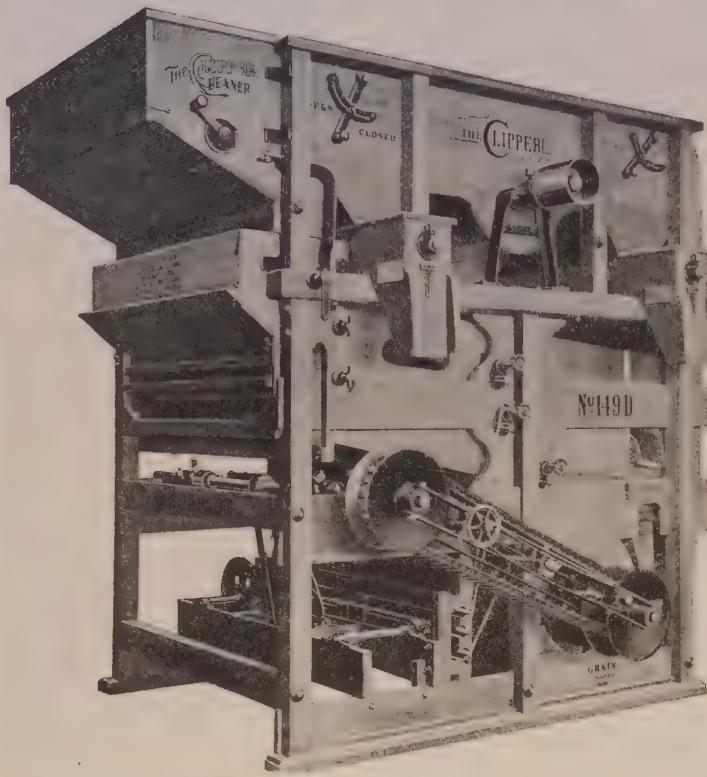
SCHUMACHER—the world's fastest selling carbohydrate feed and BIG "Q"—the high quality protein feed, enable dairymen to balance the ration for each individual cow with a minimum amount of labor and perfect accuracy.

Write today for our "Business Building Plans for Feed Dealers"—let us tell you about our FREE advertising service that will enable you to "cinch" the feed business in your territory.

114-D

The  
Quaker Oats Company  
ADDRESS  
Chicago, U. S. A.

## The "CLIPPER" DOUBLE SUCTION GRAIN CLEANER



A. T. FERRELL & CO.,

No other machine has as many wonderful TIME SAVING and LABOR SAVING devices as the Clipper Cleaners. Skilled labor is daily becoming more difficult to secure. Every move, every minute saved will enable you the more easily to take care of your business.

The Variable Air Regulator enables you to secure any desired degree of air blast without any annoying changes of pulleys or shifting of belts. A simple turn of the wheel does the trick.

Our Double Screen System permits the oats screen and the wheat screen to be left constantly in the shoe. The grain is shifted by means of a gate onto the screen it is desired to use.

Our Traveling Brush System keeps the screens from clogging and the machine working at its highest efficiency ALL THE TIME.

Ball Bearings on Exhaust Fans reduce friction, eliminate hot bearings and save power.

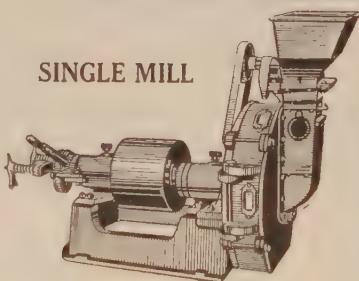
The yearly balance sheet of the user of Clipper Cleaners shows that it pays to have the best that can be procured in the line of grain or seed cleaning machinery.

*Write for catalog*

Saginaw, W. S. Mich.

## FEED

Grind It  
Cheaply

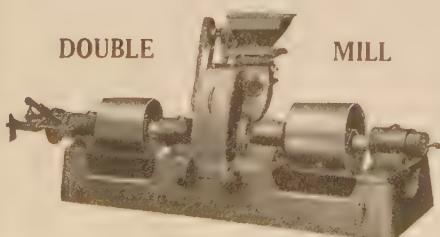


and Scientifically on

## The RICHARDSON Ball Bearing Attrition Mill

It Cuts the Grain.

Does Not Roll or Grind Into Waste Flour.  
The Steel Ball Bearings Do Not Wear Down  
Mill Keeps in Perfect Tram.



Write  
**Richardson**  
Grain Sepr. Co.  
MINNEAPOLIS  
MINN.  
WINNIPEG  
MAN.

## EDWARDS ROLLING STEEL DOORS



Chain Gear Operated



Handle Operated

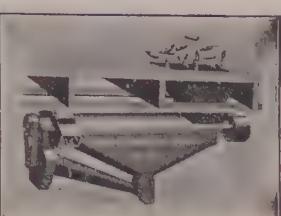
Made of special cold rolled steel, heavy enough to be an absolute protection against fire and burglars. Patented mechanism closes doors automatically in case of fire. All sizes available up to 40 feet wide and 100 feet high.

Special designs and specifications prepared by our Engineering Department for the asking. We also make Metal Roofing, Steel Lockers, Portable Buildings, Metal Bins, Metal Shelving, etc. Send for catalog giving full particulars.

**THE EDWARDS MFG. CO.**  
339-389 Eggleston Avenue      CINCINNATI, OHIO  
Lester G. Wilson, Cons. Engr.



Style A Sheller



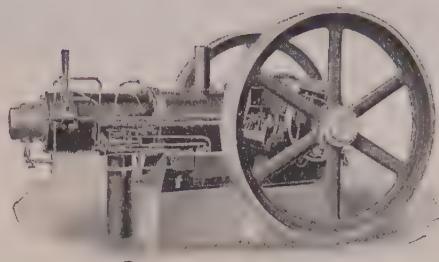
Style B Sheller

**YOU CAN HANG  
TRIUMPH CORN SHELLERS  
BELOW THE FLOOR  
OR STAND THEM  
ON THE FLOOR**

And either way they shell corn thoroughly and cost little to run.

Bulletin giving sizes, capacities, and power requirements gladly mailed upon request.

**THE C.O. BARTLETT & SNOW CO.  
MAIN OFFICE & WORKS: CLEVELAND OHIO, U.S.A.**



## Muncie Oil Engines

Operate on the cheapest grades of fuel oil or crude oil; taking the fuel direct from the well if the location permits.

### MUNCIE FACTS

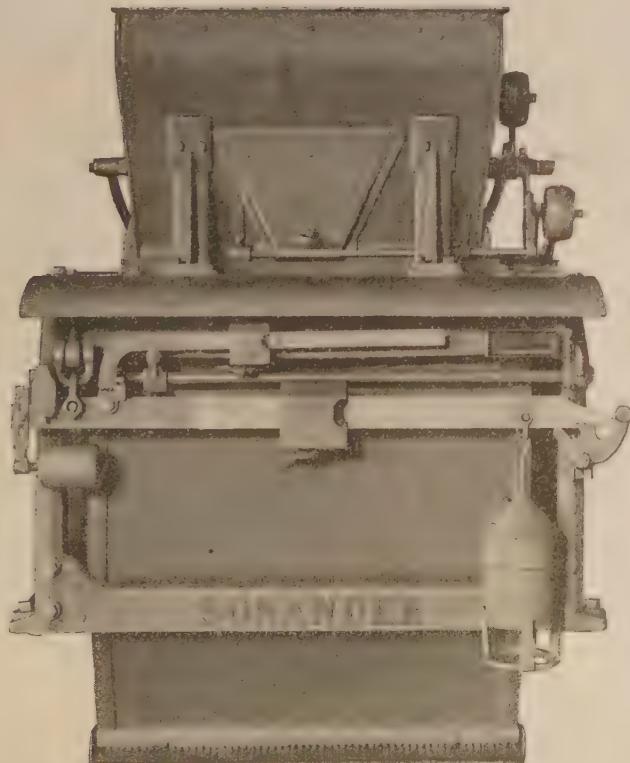
Lower Fuel Cost  
Closer Regulation  
No Shut-downs  
Fewer Repairs

More Power  
Steadier Power  
Greater Reliability  
Lower Upkeep Cost

*Write for fuller particulars*

**MUNCIE OIL ENGINE CO.**  
516 JACKSON STREET      MUNCIE, IND.

## Be Sure of Your Weights



When you put in a claim against a railroad for grain lost in transit are you always sure that the weights you give are correct? Will they stand rigid investigation? These are the things you must think about before you file your claim. Why not feel sure of it; convinced that these weights are correct. You will if you will install a

### Howe-Sonander Automatic Scale

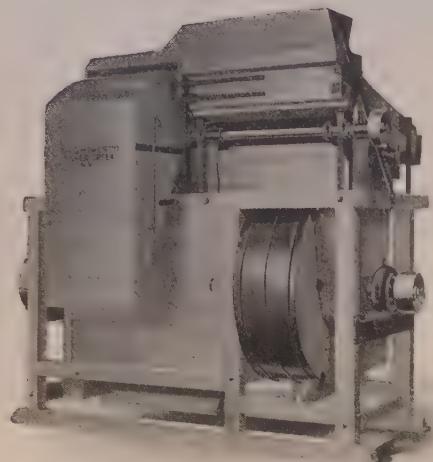
This scale is built in various sizes. Its Non-Chokable Feed Hopper prevents cobs or trash from stopping the scales.

If you are desirous of learning more about this scale, write to any of the offices below.

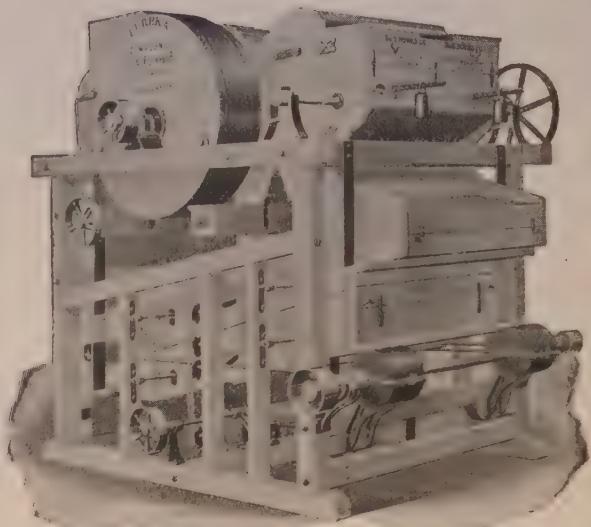
### Howe Scale Co. of Illinois

CLEVELAND, OHIO, 1424 W. 9th St. Henry Vogel, Mgr.  
CHICAGO, ILL., 1315 So. Wabash Ave. O. B. Main, Mgr.  
ST. LOUIS, MO., 512-514 St. Charles St.  
KANSAS CITY, MO., 1510 Main St. W. C. Peak, Mgr.  
For Washington, Oregon and Idaho Business, Address  
Pacific Scale & Supply Co., Wm. Schweizerhof, Mgr., 46 Front St.,  
PORTLAND, ORE., or 546 1st Ave. So., SEATTLE, WASH.

# GRAIN CLEANING MACHINERY

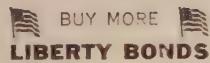


E  
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K  
A



**YOUR GRAIN CLEANING TROUBLES WILL BE ENDED  
WHEN YOU INSTALL EUREKA MACHINES IN YOUR PLANT**

MAY WE SEND YOU COPY OF OUR NEW BOOK (No. 75)?



S. HOWES COMPANY, Inc.  
SILVER CREEK, N. Y.

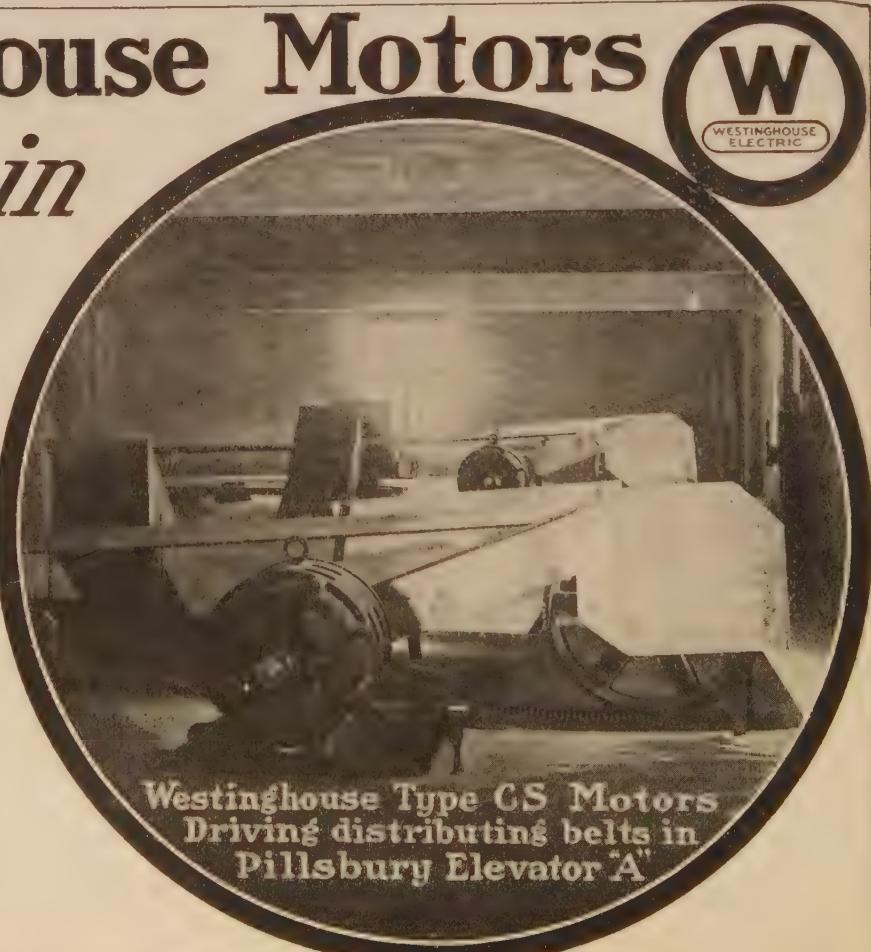


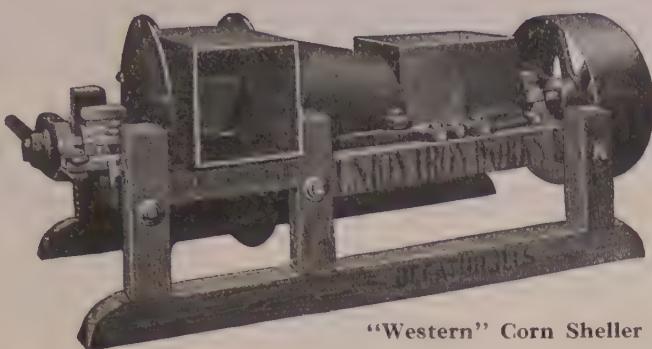
# Westinghouse Motors *In the Grain Elevator*

Westinghouse Type CS Motors are exceptionally well adapted for drives in grain elevators, and can be simply and conveniently applied. They are strong mechanically and possess liberal shaft and bearing sizes. The windings are well braced—while the rotor is practically indestructible.

Westinghouse Motors accomplish savings in building construction, on power cost and on maintenance—they assure a cleaner mill with less spoilage and a drive that is always dependable and available. Write our nearest office.

Westinghouse Electric & Mfg. Co.  
East Pittsburgh, Pa.





### **"Western" Corn Sheller**

## The “Western” Line

has been the standard line of elevator equipment for almost a generation; and the reputation that the name "Western" enjoys is being maintained by every machine that goes out of our plant.

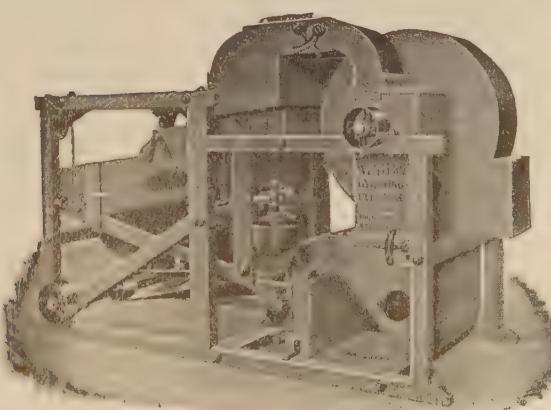
The elevator owner, whose plant is fitted with "Western" machinery, is bound to get the biggest profit his business will yield.

Everything from pit to cupola.

Ask for catalog of our line.

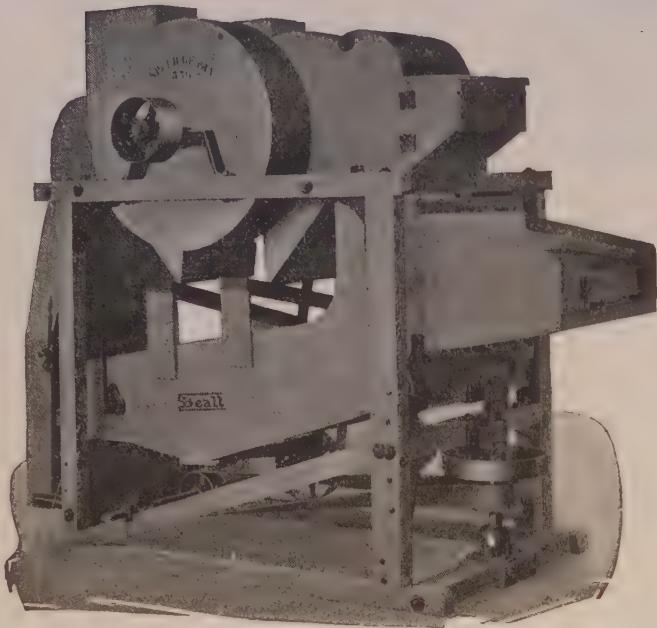
# Union Iron Works

<b>Car Loaders</b>	<b>Conveyors</b>
<b>Buckets</b>	<b>Manlifts</b>
<b>Boots</b>	<b>Link Belting</b>
<b>Elevator Heads</b>	<b>Pulleys</b>
<b>Feed Mills</b>	<b>Shafting</b>
<b>Spouting</b>	<b>Clutches</b>
<b>Turnheads</b>	<b>Distributors</b>
<b>Cleaners</b>	<b>Take-ups</b>
<b>Shellers</b>	<b>Scales</b>
<b>Gears</b>	<b>Car Pullers</b>
<b>Belting</b>	<b>Couplings</b>



## **"Western" Gyrating Cleaner**

# The Beall Grain Separator



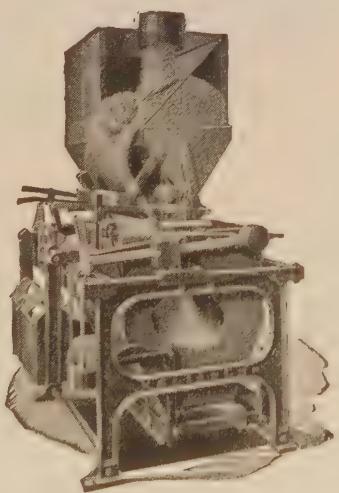
*A splendidly balanced, smooth-running machine that pays a good profit wherever used, cleaning grain evenly and thoroughly with two independent fans.*

**Beall**  
THE MARK OF QUALITY

*The air system is as perfect as modern ingenuity can make it. Never any disappointment. Send for Catalogue giving full working particulars and complete details.*

Beall Improvements Co., Decatur, Ill.

## RELIANCE AUTOMATIC SCALES

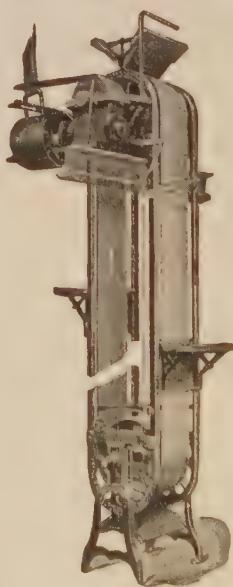


New and improved features put these scales in a class by themselves. Weigh evenly and accurately, screening the grain for sticks or stalks, and allowing a steady, uniform flow under all conditions.

Send for fuller information

National Automatic Scale Co.  
3440-3442 So. Ashland Ave. CHICAGO, ILL.

## THE HUMPHREY SERVICE BELT ELEVATOR



SPEEDS UP PRODUCTION, enables your men to do more work in the same time without useless waste of energy.

STANDARD EQUIPMENT of the largest mills and elevators in the country for the past thirty years.

Write for prices and detailed information why the "Humphrey Endless Belt Route" means bigger profits to the owner.

**HUMPHREY ELEVATOR COMPANY**

Dept. Q.  
Sole Manufacturers  
Faribault,

Minnesota

# A KEWANEE Renewable Bottom Loading Spout Saves Grain, Money, Time, Labor



Every experienced grain man knows that loading spouts wear only on the bottom side.

YOU have thrown away hundreds of dollars in grain spouts because of small holes. 98% of these spouts were still good. When small holes wear in the Kewanee, you don't have to throw away the spout. Just slip in new bottoms at a few cents each. Each section will outwear dozens of bottoms.

A Kewanee Renewable Bottom Loading Spout is a permanent improvement—the old style spout is always temporary. The Kewanee costs about the same as others, but will outlast a dozen of them.

Give us the size of your down spout and length of your present loading spout, and let us show you how to save. A rough sketch will help us. You will be under no obligations.

**Kewanee Implement Co.**

514 Commercial Street

Kewanee, Illinois

Section of  
Kewanee  
Renewable  
Bottom  
Loading  
Spout



Pat. Pending



## THOUSANDS of USERS

have found OTTO Gas and Gasoline Engines to be economical, under both light and heavy loads, during years of steady service.

Stock designs up to 50 H.P. ready for early delivery.

### IMPORTANT

As kerosene is cheaper than gasoline, a great saving in operating cost can be effected by equipping your Otto with our kerosene burning attachment.

### ALSO

use OTTO ENGINE OIL and buy your Edison Battery renewals from us.

### MAGNETOS

Consult us before purchasing.

### OTTO ENGINE MFG. COMPANY

Successors to Otto Gas Engine Works

3217 Walnut Street, Philadelphia, Pa.

15-17 So. Clinton Street, Chicago, Ill.

It is the returns from advertising that permits the maximum of service to our readers. Please specify the **Grain Dealers Journal** when writing an advertiser.

## WHAT DO YOU NEED

to modernize your plant so it will net you larger profits? Is it here?

Account Books  
Attrition Mill  
Bag Closing Machine  
Bags and Burlap  
Bearings { Ball  
              { Roller  
Belting  
Boots  
Buckets  
Car Liners  
Car Loader  
Car Mover  
Car Puller  
Car Seals  
Cleaner  
Clover Huller  
Conveying Machinery  
Distributor  
Dump  
Dump Controller  
Dust Collector  
Elevator Leg  
Elevator Paint  
Feed Mill  
Fire Barrels  
Grain Driers

Grain Triers  
Gravity Cleaner  
Lightning Rods  
Manlift  
Moisture Testers  
Oat Bleachers  
Oat Clipper  
Portable Elevator  
Power { Gas Engine  
            { Kerosene Engine  
            { Motors  
Power Shovel  
Sample Envelopes  
Scales  
Scarfing Machine  
Self Contained Flour Mill  
Separator  
Sheller  
Siding-Roofing { Asbestos  
              { Steel  
Silent Chain Drive  
Spouting  
Storage Tanks  
Testing Apparatus  
Transmission Machinery  
Transmission Rope

or anything used in a grain elevator

Tell us your needs, and we'll put you in touch with reputable firms, to the end that you will receive information on the latest and best equipment. A postcard will do.

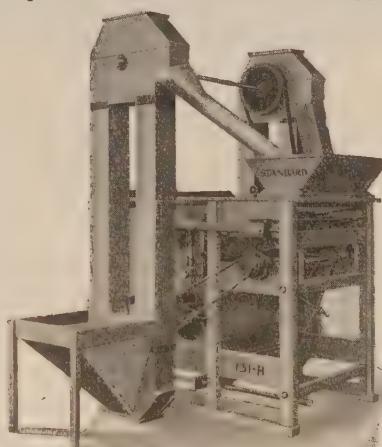
## INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St., Chicago

## STANDARD SEED CLEANERS

ARE EQUIPPED WITH PATENTED IMPROVEMENTS

ECONOMICAL



EFFICIENT

The Standard line is complete and contains machines for every seed and grain cleaning purpose.

No. 131-B Standard Cleaner, illustrated above, gives maximum results in cleaning every variety of field seed and seed grain.

Write for descriptive circulars of the complete line.

THE INTERNATIONAL MFG. CO.

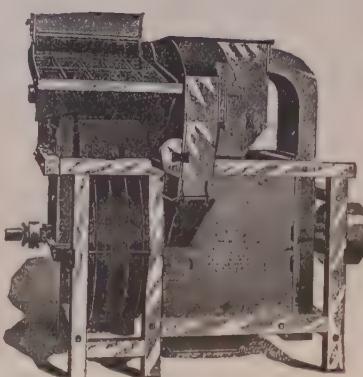
Crestline, Ohio.

# The GRAIN DEALERS JOURNAL.

Will you have use for an OAT CLIPPER this year?

The accompanying illustration is small, but the benefits to be derived from the use of an INVINCIBLE OAT CLIPPER are large.

Built in TEN size's. There is one to suit your capacity.



OAT CLIPPERS ARE NOT the only things we build. The INVINCIBLE line includes—Separators, Packers, Scourers, Magnets, Dust Collectors, etc., and the highest standard of QUALITY and SERVICE is found in all of them.

## INVINCIBLE GRAIN CLEANER COMPANY

Silver Creek, N. Y.

## All Feed Authorities Favor Ground Feed for Animals

GRAIN DEALERS can increase their business and revenue by adding a Feed Grinding Department. The best machine is

### The "Monarch" Ball-Bearing Attrition Mill



- It Is All Its Name Implies
- It Is "Trouble Proof"
- It Saves Power and Oil
- It Grinds at Low Cost
- It Saves Shut-downs
- It Grinds Evenly
- It Pulverizes if Necessary
- It Is Easy to operate

Equip your plant the "Monarch" way and be in line with the best. Ask us for information about feed grinding.

*Write for Catalog No. D115*

## SPROUT, WALDRON & COMPANY

Mill Builders and Milling Engineers

Main Office and Works: MUNCY, PA.

P. O. Box No. 26

Chicago Office: 9 So. Clinton St.



## FROM MAINSHAFT TO HEAD

Specify AJAX TRANSMISSION Rope in your elevator. Designed especially for grain elevators, it is the best rope the most skillful workmanship can produce. Delays caused by broken transmission rope are expensive. Specify AJAX on your next job.

H. CHANNON CO.

AJAX

Chicago, Ill.

## Big Business is Just Ahead of You—



Unusual Demand for Coal Handling Machinery  
A Good Business Barometer

Are your facilities adequate for handling your present tonnage—and More Business too?

Let us show you a way to reduce your Handling Cost, increase daily deliveries and better your service.

### G-W Wagon Loaders

Solves the  
Loading  
Problem  
Send for  
Catalog 16G.



### GIFFORD-WOOD CO.

Chicago Office: 565 W. Washington Street  
Works: Hudson, N. Y.



WHAT DO YOU BUY?  
Do you buy a paint on the "price per gallon" basis without regard to service, or do you buy a paint that has a record for long service?

### DIXON'S Silica - Graphite Paint

Is one that has a long service record as the most economical paint for owners.

It has been made for over Fifty Years in First Quality Only. It successfully withstands corrosion of all kinds.

Write for Booklet No. 15-B and long service records.

Made in JERSEY CITY, N. J., by the

JOSEPH DIXON CRUCIBLE COMPANY



ESTABLISHED 1827



## Peters' Proven Products Quality Feeds

### For Live Stock and Poultry

A Complete Line of Assorted Feeds for Mixed  
Car Load Shipments

M. C. PETERS MILL COMPANY  
OMAHA, NEB.

AS PIONEERS in the manufacture of rubber belting for elevating and conveying grain, we feel that we are in better position than other manufacturers to cater to the needs of grain elevator owners. The world's largest grain elevator, many of the larger terminal elevators and scores of country houses use our Elevator Belting. It is warranted to run perfectly smooth and true on pulleys, and can be depended upon at all times to do the work required.

Belts punched accurately for buckets if desired. Estimates for elevator equipments cheerfully furnished.

### New York Belting & Packing Co.

91-93 Chambers Street  
NEW YORK

124-126 W. Lake Street  
CHICAGO, ILL.

2d Ave. N. and 3d Street  
MINNEAPOLIS, MINN.

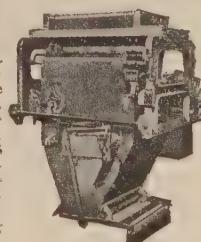
218-220 Chestnut Street  
ST. LOUIS, MO.

## RICHARDSON AUTOMATIC GRAIN SCALES

Self Compensating, Operating and Adjusting.

### Why

be satisfied with a Semi Automatic Scale when it is possible for you to own a Full Automatic? The Richardson is an Automatic that IS AUTOMATIC. It automatically does the things that other automatic scales require a human being to do.



The NEW Richardson is SELF OPERATING and SELF ADJUSTING. It weighs accurately free running grains of from twenty to sixty pounds to the bushel without change of adjustment.

Chicago, Omaha, Mpls., Wichita, Passaic, N. J.

## SHIPPERS' RECORD BOOK No. 20

is designed to facilitate the book-keeping of grain shippers and to minimize the labor of keeping a complete record of each car shipped. The book is 9x12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2900 car loads.

At top of left hand page, in bold-faced type, are the words, "IN ACCOUNT WITH," and at top of facing page, is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds and Balance.

Wide columns are provided for recording these facts under the respective heads.

Price, \$2.00. Address

GRAIN DEALERS JOURNAL  
LaSalle Street - CHICAGO, ILL.



**CLEAN AND LOAD IN ONE OPERATION**

Now that grain is commanding such a high price and there is and will be such a demand for it, it behoves you to load it properly, this means that you should use a Car Loader that cleans and loads at the same time. We guarantee this for

The  
Combined Grain Cleaner  
and  
**Pneumatic Car Loader**

Used by hundreds of elevator owners. List of users will be sent you on request.

Write for list and circulars

**MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.**

**Clark's  
Car  
Register**

Shows at a glance where to look for the record of any car of grain. It is made of heavy ledger paper, is well bound and indexed. Size 11x14 $\frac{1}{2}$  in.

No. 40. Contains spaces for 9000 cars	\$1.75
No. 42. " " 17000 "	2.75

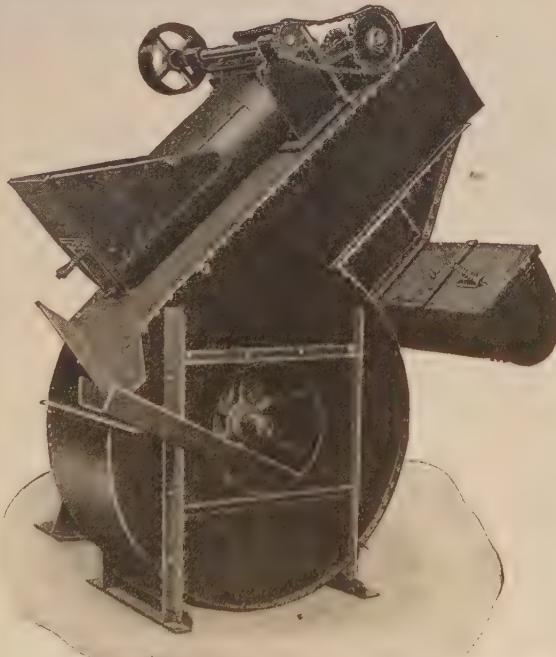
**GRAIN DEALERS JOURNAL**

305 So. La Salle Street

Chicago, Ill.

A better way  
to handle

**GRAIN** is the  
Bernert Way



**WHY?**

Because the Bernert way will save you money and make you money. With the Bernert Pneumatic Grain Handling Machines, whatever your grain handling problem today, will be no problem at all. The Bernert Pneumatic Machines handle all grain ahead of the fan; that's why there positively will be no grain damaged.

They are positively **NON-CHOKABLE**; that's why you will not have any trouble. They will at the same time they handle the grain, **MAKE BETTER GRAIN**. Let us tell you **WHY**.

Simplicity of installation and efficiency in operation, handling any problem, is for what the Bernert Pneumatic Elevators, Combined Elevators and Loaders, Conveyors, Portable Track-loaders, Car-loaders, etc., stand.

*For further information, write for catalog to the*

**Bernert Mfg. Co.**

759 33rd Street

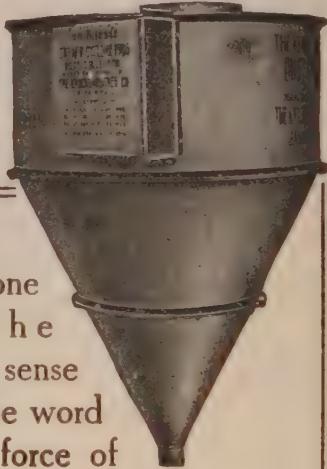
MILWAUKEE, WIS.

**PAYS for  
ITSELF**



Loads every car to full capacity without scooping in dusty car. Improves grades. Cannot injure the tenderest grains. Simple and easy to install and operate. It will pay you to write for booklet, "Better Profits for You," 30 days' trial. Do it now.

**MAROA MFG. CO.**  
**MAROA, ILL.**  
Dept. G. Boss Car Loaders.



A cyclone in the true sense of the word has force of air without any back draft.

**The New "1905"  
Cyclone Dust Collector**

By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

**The Knickerbocker Co.  
Jackson, Mich.**

**Your  
Advertising Seed**

may grow anywhere, but you are sure to reap a bountiful crop of large orders when planted in our "Seeds Wanted - For Sale" department.



## HALL SPECIAL ELEVATOR LEG

No mechanism WORKS right unless MADE right. An elevator leg is a machine. There is only one correct speed for one size head pulley in an elevator leg. Cups must fit the SHAPE of that one size pulley and be shaped to fit the SPEED of that one pulley. Cups must travel fully loaded to be commercially successful. ONE HUNDRED PER CENT is added to the efficiency of such a leg MADE RIGHT.



Elevator legs are our SPECIALTY. We construct legs ONLY. We construct them right. We guarantee non-chokability, capacity and prove our economies in your presence—in your plant.

Can you longer afford to buy inefficiency?

### THROWING MONEY TO THE WINDS

Mixing grain in distribution is a direct loss (not in bulk, but in value). It is a greater loss than if you throw away that value in gold. You have lost energy and time (besides the value lost) in the transaction. Is it not rather foolish business?

Send for our Catalogue on Hall Signaling Non-mixing Distributors.

**Hall Distributor Company, 222 Railway Exchange Bldg. Omaha, Nebr.**

**\$200,000,000 Yearly Lost by Rat and Mouse Damage**  
IT TAKES 300,000 MEN JUST TO REPAIR THIS DAMAGE

*Stop It  
by Using*

We will ship you  
two pounds, \$5.50;  
five pounds, \$11.00.  
on 30 days time

**Rat Cure**  
NEVER FAILS

*No Mixing  
No Odors*

and if rats and mice do not eat it it is returnable at our expense.

IN TABLET FORM

MORISRITE MFG. CO. Bloomfield, N. J., U. S. A.

## IMPROVED DUPLICATING GRAIN TICKETS

A book of 250 leaves for record of grain purchased by Federal Grades. Each of the 125 original leaves of white bond paper bears four scale tickets spaced as shown in engraving herewith, is machine perforated. Size of ticket 3x6 $\frac{3}{8}$  inches, or double the size of cut.

The 125 duplicates are printed on manila, but not perforated.

Check bound at top of tickets with hinge top cover, 500 tickets in each book, arranged horizontally. Size of book, 7 $\frac{1}{2}$ x12 inches, each book supplied with 5 sheets of good carbon.

The printing is crosswise the ticket and spaces are provided for the necessary entries in their logical order. Order Form 19GT. Price \$1.10.

OWNER		
HAULER	GRADE	DOCKAGE
GROSS		
TARE		
NET		
TOTAL DOCKAGE		
NET POUNDS		
BUSHELS		
PRICE	AMOUNT \$	
STORAGE TICKET NO.		
CHECK NO.		
SECTION		
NO.		19
WEIGHER		
NAME OF FIRM OR BUYER		

Ticket is twice size of cut.

**GRAIN DEALERS JOURNAL**  
305 So. LaSalle St. Chicago, Ill.

## TIME IS MONEY

and you can't afford to waste it. If you handle 2,000 loads of grain per year, and it requires 4 minutes to compute the value of each of those loads, that means the expenditure of 8,000 minutes, or a total of about two weeks each year, doing nothing but figuring.

## WHY NOT

use a table which does these things for you? Then all you will have to do will be to look at the table (takes about 2 seconds) and have the task completed—and with absolute accuracy. The high prices of grain have put most tables out of business.

## WITH OATS

They're high, too, but we can furnish a table which reduces any number of pounds from 10 to 100,000 to bushels of 32 lbs. and at the same time indicates the value at a glance. The table is designed especially for oats, and the prices run from 10c to 79c, with values at  $\frac{1}{4}$ c and  $\frac{1}{2}$ c also indicated. For even hundreds of pounds the value is shown at a glance; and no matter what the weight may be, from the smallest wagon load to the biggest car load, it will never be necessary to make any calculation other than simple addition.

Clark's Decimal Values for Oats is a book of 18 pages, 8 $\frac{3}{4}$ x11 $\frac{1}{2}$  inches, printed on book paper, bound in heavy manila. It is as easy to understand as the kick of a mule, and the price while our supply lasts is

**\$1.00**

Don't forget to say how many you want when you send the draft to

**Grain Dealers Journal**

305 So. La Salle Street  
Chicago, Ill.

## Have a Capable Feed Department

There is no better source of profit for an elevator than a feed department that is properly conducted. The extent of the profit depends, first, on the feed mill which must be able to turn out good quality grinding at the lowest possible cost; second, the persuasive powers of the elevator man to interest his patrons in his product.

If you are backed up by a good feed mill your persuasive powers will not be lacking.

You know what feed mill to install? Write and ask us.

J. B. EHRSAM & SONS MFG. CO.  
ENTERPRISE, KANSAS

## One Man Puts 'em There

with a NEW BADGER Slip-proof CAR MOVER



No Interruptions to Work  
of Other Men

With it one man may save many times his wages and even the cost of the tool every day in avoidance of high demurrage charges.

It Puts Them Where You Want Them  
Just When You Need Them

Turning the Wheel does it. Easy to Use. Can't Slip.

Try One 30 Days—No Money in Advance

If you keep it, send us \$5.50, plus freight—if you don't keep it we'll pay freight both ways and forget it. For sale by leading jobbers everywhere. If yours can't supply you order direct.

ADVANCE CAR MOVER CO., Dept. C  
Appleton, Wis.  
Canadian Advance Car Mover Co.  
Welland, Ont.

## THE MILL BEHIND

*Ankorite* STEEL DRIVE POSTS

*Ankorite*  
STEEL FENCE POSTS

A Remarkable Sales Success

The steady flow of re-orders from the large number of dealers selling ANKORITE STEEL DRIVE POSTS — the continual addition of new dealers — the great total volume of ANKORITE POSTS sold—all this makes up a selling success that is truly remarkable.

### DEALERS SELL ANKORITE POSTS BECAUSE FARMERS WANT THEM

The Ankorite Post was designed to meet the farmer's real need for a labor-saving fence post of long-lasting satisfaction. It has the ingenious Crimped Anchor and other features of superiority, and it is Patented. The farmer knows merit and he finds it in Ankorite Posts.

Millions of farmers are reading our ads in the leading Farm Magazines. We are daily receiving large numbers of inquiries from farmers which we are referring to our dealers. This shows that fencing is already under way in many sections.

### PREPARE NOW FOR THE GREATEST POST SEASON

Scores of farmers in your locality will want Ankorite Posts this Spring. A vast amount of fencing will be done early in the season. Do you want to be the ONLY Ankorite Dealer in your territory? Then act at once.

#### Get Our Exclusive Sales Rights Plan

Territory is being taken every day. This is the time to prepare for Spring business. Write us to-day.

CALUMET STEEL COMPANY  
Established 1907  
208 S. La Salle St. Dept. 18 CHICAGO

From Mil  
Direct to  
Dealers

Prompt  
Shipment  
in Any  
Quantity

Get Bulletin 250 (100,000 Circulation)

88 pages

## ZELNICKER IN ST. LOUIS

Before buying or selling  
CARS, RAILS  
Steam and Electric Power Plant Equipment  
Machinery—Tanks—etc.

## KENNEDY CAR LINERS

Prevent Leakages

Avoid Claims

Saves Money

Used by Thousands of  
Progressive Shippers

MADE BY

THE KENNEDY CAR  
LINER & BAG CO.

SHELBYVILLE, INDIANA

# GRAIN ELEVATOR BUILDERS

**DON'T DELAY BUILDING!**

We give you **QUICK ACTION**

Builders of

**Grain Elevators, Alfalfa Plants  
and Coal Pockets**

**WOOD or FIREPROOF CONSTRUCTION**

**Younglove Construction Company**

412 United Bank Building      SIOUX CITY, IOWA



## A Reliance Elevator

is economical and efficient in operation because it is correctly designed and properly constructed.

For years we have studied carefully the needs of the grain trade, progressing constantly with developments in engineering and construction, and we know how an elevator should be built to give complete satisfaction.

We build them that way.

Ask us for particulars on the house you plan to erect.

**Reliance  
Construction Co.**

Board of Trade Indianapolis, Ind.

**R. C. STONE ENGINEERING CO.**  
320 MERCHANTS EXCHANGE  
ST. LOUIS, MO.  
DESIGNERS AND BUILDERS OF  
**CONCRETE AND WOOD ELEVATORS**  
CORRESPONDENCE SOLICITED

**BALLINGER & McALLISTER  
ENGINEERS AND CONTRACTORS**  
Grain Elevators Driers Coal Chutes  
Wood or Concrete  
UNITY BLDG., BLOOMINGTON, ILL.

**MACDONALD ENGINEERING CO.**  
DESIGNERS AND BUILDERS OF  
**GRAIN ELEVATORS**  
MONADNOCK BLDG. CHICAGO, ILL.

**BIRCHARD  
CONSTRUCTION CO.**  
CONTRACTORS GRAIN ELEVATORS  
Mills and Warehouses  
Especially Designed for Economy of  
Operation and Maintenance  
1129 J Street LINCOLN, NEB.

**Your Individual Needs**  
are respected when your elevator  
is designed and built by  
**W. H. CRAMER CONSTRUCTION CO.**  
NORTH PLATTE, NEBR.  
Write for Details of Our System

**Decatur Construction Co.**  
ENGINEERS AND BUILDERS  
OF GRAIN ELEVATORS  
510-512 Wait Building  
DECATUR ILLINOIS

**EFFICIENT ERECTING CO.**  
We make plans and build up-to-date  
**GRAIN ELEVATORS AND MILLS**  
GEO. H. CRAIG  
6803 Parnell Ave., Englewood, Chicago, Ill.

**I**F you wish to build your elevator  
right, my eighteen years experience  
is at your command.  
**C. E. BIRD & CO.**  
MINNEAPOLIS MINNESOTA

**HICKOK** Construction Co.  
MINNEAPOLIS & SPOKANE **ELEVATORS**



R. E. Jones Co., Wabasha, Minn.

We have the most complete organization in the Northwest for the construction of

**GRAIN and COAL  
ELEVATORS**

**T. E. Ibberson Company**  
MINNEAPOLIS, MINN.

"Gain may be temporary and uncertain but expense is constant and certain."

Year after year we build for the same clients.  
There must be a reason.

Let Burrell Engineering & Construction Company design and build your elevator or mill and be sure your expense which is constant will be kept to a minimum.

Do not experiment when you make a permanent investment. Our service is available to you.

*Elevators, Mills, Storage* 900 Successful Plants Built and Operating

**BURRELL ENGINEERING & CONSTR. CO.**  
Webster Bldg. - - - - -  
CHICAGO, ILL.  
Herskowitz Bldg., OKLAHOMA CITY, OKLA.



Pennsylvania Railroad Co.'s Terminal Elevator at Erie, Pa. 1,250,000 storage capacity, with marine leg, 25,000 bu. receiving capacity. All concrete, modern construction, with latest improvements.

Designed and built under the direction of

**Folwell-Ahlskog Co.**

McCormick Bldg. - Chicago, Ill.

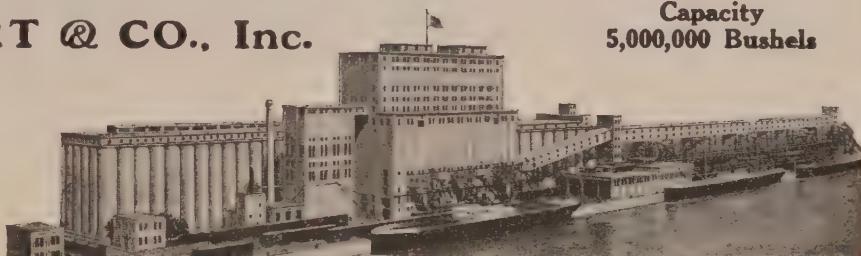
*Write us for Estimates and Proposals*

## THE MOST MODERN ELEVATOR IN THE WORLD

Now in course of construction at Canton, Baltimore, Md., for the Pennsylvania Railroad.

**JAMES STEWART & CO., Inc.**

Designers and Builders  
GRAIN ELEVATORS  
IN ALL PARTS OF THE WORLD  
GRAIN ELEVATOR DEPT.  
15th Floor, Westminster Bldg.  
CHICAGO  
W. R. SINKS, Manager



Capacity  
5,000,000 Bushels

## Canadian Government Grain Elevator

Port Arthur, Ontario

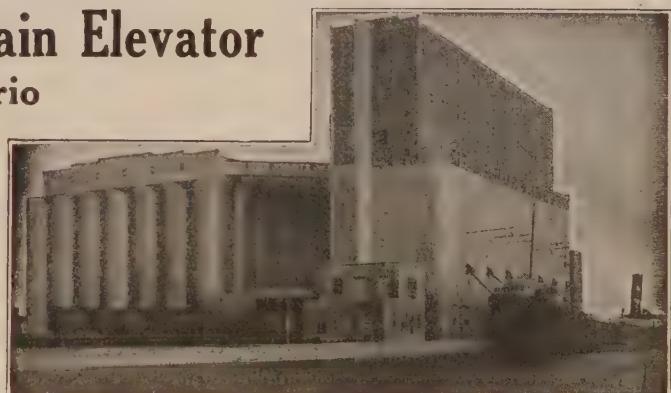
Capacity 3,500,000 Bushels

The Last Word in GRAIN ELEVATORS

Designed and Built by

**Barnett-McQueen Co., Limited**

OFFICES { FORT WILLIAM, ONT.  
DULUTH, MINN.  
MINNEAPOLIS, MINN.



**NEWELL CONSTRUCTION CO.**

CONTRACTORS, DESIGNERS AND BUILDERS

Also Jobbers of

ELEVATOR AND MILL SUPPLIES  
430-432 Grandy Bldg.

CEDAR RAPIDS - - IOWA

**A. F. ROBERTS**  
ERECTS ELEVATORS  
FURNISHES CORN MILLS  
SABETHA, KANSAS WAREHOUSES  
PLANS ESTIMATES  
MACHINERY

**White Star Co.**

WICHITA, KAN.

**BUILDERS of Good Elevators**

WRITE US ABOUT THE PLANT YOU HAVE IN MIND

**L. J. McMILLIN**  
ENGINEER and CONTRACTOR of  
**GRAIN ELEVATORS**

Any Size or Capacity

523 Board of Trade Bldg., Indianapolis, Ind.

**FIREPROOF GRAIN ELEVATORS**  
**DEVERELL, SPENCER & CO.**

Garrett Building BALTIMORE, MARYLAND

**WANT HELP?**  
Then consult the "Situations Wanted" columns of the Grain Dealers Journal.

**MILLER, HOLBROOK, WARREN & CO.**  
DESIGNING ENGINEERS  
Reinforced Concrete Elevators  
Large or Small  
Millikin Building DECATUR, ILL.



## CONCRETE-CENTRAL ELEVATOR—BUFFALO

	ORIGINAL CONTRACT
Concrete-Central	Sec. A, 1915
Shredded Wheat	1911
Connecting Terminal	1914
A. J. Wheeler	Monarch Elevator
Superior	1914
Archer Daniels Linseed Co.	1915
The Record of Satisfactory Work	

ADDITIONS
B, 1916. C, D, E, 1917
1913 & 1914
1916
Wheeler Elevator
1916
1916
Its Reward

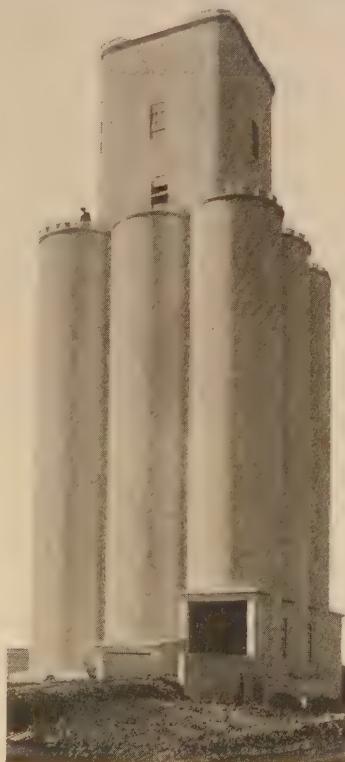
## MONARCH ENGINEERING COMPANY

Chamber of Commerce

BUFFALO, N. Y.

## L. N. COPE &amp; SON

GENERAL CONTRACTORS

DECATUR  
ILLINOISBuilders  
ofConcrete  
ElevatorsAny Size  
Any PlaceWrite us for  
Estimates on Any  
Class of BuildingsCar  
Order  
Blanks

FORM 222 C. O.  
So many grain shippers are experiencing difficulty in obtaining cars, many are now keeping a carbon copy of each order for cars, in order to keep an accurate record of their efforts to obtain cars, to facilitate proving delay by railroad company and to encourage railroad agents to heed shippers' needs. Car order blanks are put up in books of fifty, with machine perforations, so that order can be torn out and sent to carrier's agent and carbon copy be retained in book. Fifty orders and 50 duplicates in each book. Price, 50 cts.

Grain Dealers  
Journal,  
315 So. La Salle St.  
CHICAGO, ILL.

D. F. HOAG & CO.  
Designers and Constructors of  
**GRAIN ELEVATORS**  
Corn Exchange, Minneapolis

W. C. BAILEY  
Contracts and Builds  
**Modern Grain Elevators**  
We can furnish and install equipment in old or new elevators, guaranteeing greater capacity with less power, and positive Non-Chokable working leg. Let us show you.  
433 Range Bldg., OMAHA, NEBR.

A. G. BOGESS  
Builder of  
**GRAIN ELEVATORS**  
and Coal Pockets  
Phone F. 282 P. O. Box 166  
DECATUR, ILL.

J. D. McClean & Co.  
MODERN GRAIN ELEVATORS  
Any Kind—Anywhere—Any Capacity. Track Scales sold and installed. Remodeling. Corn and Feed Mills Specialty.  
805 N. Perry Peoria, Ills.

There is no better time to advertise than the present. Better start before your competitor. Write the JOURNAL today.



## Elevator No. 2

Manchester Ship  
Canal Company

Manchester, England

1,500,000 Bushels

**John S. Metcalf Co., Ltd.,** *Grain Elevator Engineers*

54 St. Francois Xavier Street  
MONTREAL, CANADA

108 South La Salle Street  
CHICAGO, ILL., U.S.A.

395 Collins Street  
MELBOURNE, AUSTRALIA

36 Southampton Street Strand  
LONDON, W.C., ENGLAND

**FEGLES-BELLOWS ENGINEERING CO.**

LIMITED

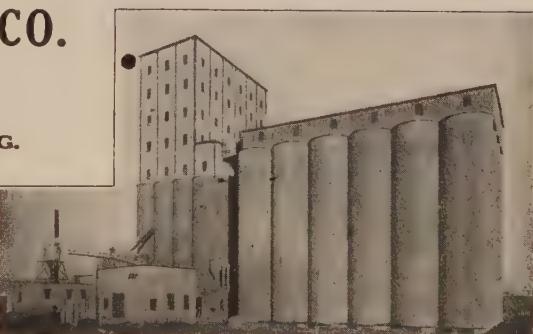
**ENGINEERS—CONTRACTORS**

GRAIN EXCHANGE,  
FORT WILLIAM, ONT.

UNION BANK BLDG.  
WINNIPEG MAN.

**THIS IS WHAT WE DID IN 1917**

500,000 Bu. Fireproof Elevator, C. G. Ry., St. John, N. B.  
175,000 Bu. Fireproof Elevator, Western Terminal, Ft. William  
500,000 Bu. Fireproof Elevator, N. M. Patterson Co., Ft. William  
1,000,000 Bu. Fireproof Elevator, C. G. Ry., Transcona, Man.  
Fireproof Treating Plant, Anchor Elevator, Winnipeg, Man.  
Complete Fireproof Plant—Mill, Warehouse and Elevator—for  
the Echo Flour Mills Co., Gladstone, Man.



Canadian Government Railways Elevator, Transcona Man

**WE HAVE AN ENVIALE RECORD FOR SERVICE**

**The 1,250,000 Bushel**

**C. & N. W. Elevator**

at

Council Bluffs, Iowa

is the latest acknowledgment of our  
capabilities as Grain Elevator Engineers  
and Constructors.

**WITHERSPOON-ENGLAR CO.**  
1250 Monadnock Bldg., CHICAGO, ILL.

Builders of Modern, Fireproof  
MILLS AND ELEVATORS



## Combination Truck and Wagon Dump

We are now in position to supply the trade with a dump that will handle truck, wagon or sled conveyances. Our combination dump is operated direct from drive shaft, with pulley and belt. The power you now have will enable you to operate this dump without any effort on your part, it being simple and positive without any maintenance expense.

*Send for catalog and full particulars.*

**EDWARD R. BENSON COMPANY**  
312 Grain Exchange Bldg., Sioux City, Iowa



## JACKS For Lifting Concrete Forms

12 Years of Service

Over 4,000 in Use

**NELSON MACHINE CO.**  
WAUKEGAN, ILL.

Patented

# RANDOLPH GRAIN DRIERS

STEAM OR DIRECT HEAT      CONTINUOUS FLOW      MADE IN ALL SIZES

O.W.RANDOLPH CO. TOLEDO, O. U.S.A.

For Accurate Moisture Tests use our Grain Dealers Air Tight Cans for forwarding your grain samples.  
**ST. LOUIS PAPER CAN AND TUBE CO.**  
ST. LOUIS, MO.

Prevent CLAIM LOSSES with TYDEN CAR SEALS Bearing shipper's name and consecutive numbers. 6000 SHIPPERS Are now using them. Write for samples and prices.

**INTERNATIONAL SEAL & LOCK CO.**  
Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg. CHICAGO, ILL.

**CONE-SHAPE GRINDERS**  
It PAYS to GRIND ALL GRAINS Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." R. W. Watt, Jacobsburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue. G. N. P. BOWSHER CO., SOUTH BEND, IND.

## Establish a Fifty Barrel Community Flour Mill

Every Grain Company should operate one of these proven short system mills.

They PRODUCE the QUALITY, YIELD and PROFIT.

Mill the wheat where it is produced and SAVE about SIXTY CENTS PER BUSHEL that is now paid for shipping it away, and shipping the flour back.

I have spent five years investigating, and believe I know which mill is the best.

If interested, consult me.

**CHARLES T. PEAVEY**  
Webster Building, Chicago



A Tester Wants a Job in your plant. These clutches will save you money, power, time and trouble. Investigate today. A card brings our Free Booklet. Decatur Foundry, Furnace & Machine Co., Dept. L, DECATUR, INDIANA

## Try Our Automatic Dump Controller

We believe this will be a big year in the Elevator Building Business, since the last year or so was given almost wholly to the repairing and remodeling of the old houses.



Since the closing of the War means the beginning of a New Era in the History of the World, so, also will the people be looking to the newest and best manner in which to handle their business. Therefore, when contemplating the erection of a new Grain Elevator, think what it means to have a perfect working dump and give your attention to making yours such.

There is no better way than by having it controlled by an Automatic device made expressly for this purpose. There are hundreds in use today giving satisfaction, and you can have this Service with little expense.

Drop a line to us and get full particulars regarding our AUTOMATIC DUMP CONTROLLER.

**L. J. McMILLIN**  
525 Board of Trade Bldg. INDIANAPOLIS, IND

Your Elevator's Wants Are Supplied in These Columns

# Wanted and For Sale

The rate for advertisements in this department is 20 cents per type line each insertion

## ELEVATORS FOR SALE.

**GRAIN ELEVATOR** for sale. Also three fine business lots and 40 acre farm with fine residence. Address E. Hauterbrook, Green Bay, Wis.

**12,000 BU. GRAIN ELEVATOR**, General Merchandise and Coal. Two residences. Located in Eastern Kans. Price \$12,000. Address Grain, Box 4, Grain Dealers Journal, Chicago.

**AN ELEVATOR** for sale in N. W. Ohio. Owing to death of the operator will sell it cheap, or trade for farm or other property. This is a good one-man proposition. Address Z, Box 4, Grain Dealers Journal, Chicago.

**ELEVATOR COAL SHEDS**, Tool House and Store Room. Located in Northern Indiana. Built 4 years. Address Chas. Branstrator, Ft. Wayne, Ind. R. 8.

**IN OKLAHOMA** grain belt, 10,000 bu. capacity elevator for sale. Coal, flour and feed business in connection. Will sell 1/2 interest to right man. Must take management. Should make 50% this year. Address N. O., Box 4, Grain Dealers Journal, Chicago.

**FOR SALE**—50 bbl. flour mill (practically new), with elevator attached. Located at Watonga, Okla., where we always raise wheat, corn, kafir, etc., plenty of local stuff for the mill, and considerable to ship out. Have good wholesale and retail trade on flour, corn meal, and feed; also retail trade on coal. Marshall Grain Co., Oklahoma City, Okla.

**80,000 bu. Elevator and Coal business**, located in heart of corn and oats belt of Illinois, handling 250,000 bu. grain yearly. Will be glad to show our books to a prospective buyer. The very best competition, good shipping facilities and located in good town. Good reason for selling. Price, \$12,000. Address Elmer, Box 2, Grain Dealers Journal, Chicago.

**WE HAVE** two 10,000 bushel and one 25,000 bushel elevator for sale in Nebr., and one 15,000 bushel elevator for sale in Kans. These elevators are right in the heart of the wheat country and have done heretofore a very remarkable business. Elevators are in fine condition as well as the facilities provided. Can make very good price on any or all of these elevators and correspondence is solicited. Gooch Milling & Elevator Co., Lincoln, Neb.

## FOR SALE

The Equity Elevator of Big Sag, Mont., is to be offered for sale at the front door of said elevator on March 3, 1919, at 11 a.m. to the highest bidder for cash.

This elevator has only been used a little more than one season and is in O. K. condition.

One of the best grain growing localities in Montana surrounds this elevator and there are no competitive elevators within several miles. Capacity of elevator 20,000 bushels.

For further particulars enquire of L. H. Baur, sec'y & treas., or E. A. Stovall, pres., all of Highwood, Montana.

## ELEVATORS FOR SALE.

**30,000 BU. ELEVATOR** for sale, complete with machinery and additional warehouses. Address Coleman State Bank, Coleman, Wisc.

**TWO ELEVATORS** in good grain country near Chicago. No competition. Very little feeding. These are bargains. Address Man Box 3, Grain Dealers Journal, Chicago.

**OKLAHOMA** elevator, 20,000 bus. cap., cribbed feed house in connection, for sale. Only elevator in town of 2,000. Fine prospect for wheat and a large acreage. Address Bargain, Box 3, Grain Dealers Journal, Chicago.

**FIRST CLASS OHIO ELEVATOR**, 8,000 bus. capacity, electric power, also gasoline engine for power. Elevator fully equipped and in operation. On Toledo and Ohio Central railroad between Kenton and Findlay, Ohio. In good grain country. H. E. Pearce, Kenton, Ohio.

**FOR SALE OR LEASE**—8,000-bu. capacity elevator, with good farm implement business. Advancing years and death in the firm makes it advisable to sell. Good grain locality. Good business. For complete information apply to Alex Verdot & Co., Bonnot's Mill, Mo.

**ELEVATOR**, coal sheds and residence at Centerdale, Ia. Owner sick and retired. Good grain territory. Elevator 10,000 bu. capacity, modern, with seed house attached and cleaning facilities. \$4,000 cash will buy whole outfit. Write to Jos. Schonborn, West Branch, Ia.

**TWO GOOD ELEVATORS** in OHIO for sale. Have been money-makers and will bear closest scrutiny. Good reasons for selling. Will sell them separately or together. Will make reasonable terms. They can nearly pay for themselves. Will take long time paper or accept other property in part payment. Address M. M., Box 4, Grain Dealers Journal, Chicago.

**GOOD, TEN THOUSAND bushel, iron clad Elevator** located at Botna, Ia., for \$4,500 if taken quick. Address Rothschild Grain Co., Atlantic, Ia.

**50,000 BU. REMODELED ELEVATOR** in Central Illinois. Repairs and new machinery cost \$12,000. Coal profits \$1,200 yearly. Handles annually 400,000 bushels. Price \$16,000. Address Bank, Box 4, Grain Dealers Journal, Chicago.

**SIX ELEVATORS** near Sioux City, Iowa. Price \$31,300. Trade for land in Northern Indiana, Central Northern Illinois, Iowa, Eastern Nebraska, Southeastern South Dakota. What have you to offer? Nat Claybaugh, Broker, Frankfort, Ind.

## BAGS—BAGGING—BURLAP.

**BURLAP BAGS OF EVERY KIND FOR SALE**; new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheetings, or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago

**Give a Journal "Wanted—For Sale" ad something to do for you—**'t needn't be something easy.

## ELEVATORS WANTED.

**WANT MODERN ELEVATOR**, in central Iowa, showing good volume of business. Address J. B. Maricle, Toledo, Ia.

**WANTED** to buy elevator in Kansas choice corn and wheat belt east of Saline. Shellabarger Mill & Elevator Co., Salina, Kan.

**SOUTHERN MINNESOTA** or Northern Iowa Elevators wanted to lease with privilege of buying. Give full description, handling, competition, etc. Address West 4, Grain Dealers Journal, Chicago.

**WANTED**, to exchange town income property for one or two elevators. Address H. A., Box 2, Grain Dealers Journal, Chicago.

**WILL LEASE** or buy an elevator in good grain section of Missouri near Ozarks. Address Will Box 3, Grain Dealers Journal, Chicago.

**WANTED**—To buy for cash, first-class elevator showing good volume of business in central Indiana. Address C. A. B., Box 1, Grain Dealers Journal, Chicago.

**CHOOSE YOUR ELEVATOR** from the many offered. Insert an advertisement in the "Elevators Wanted" columns of the Grain Dealers Journal, and select one at a satisfactory price and station.

**ELEVATOR OPERATORS** wanting good second-hand elevator machinery or supplies invariably make their want known thru the "Machinery Wanted" columns of the Grain Dealers Journal, Chicago.

**FINE IMPROVED ALFALFA LAND**, Will exchange for Elevators. D. J. Reiter, Sentinel, Okla.

**WILL SELL OR EXCHANGE** for Grain Elevator in N. D. or Montana a general merchandise store, now running consisting of Groceries, Hardware, Dry-goods, Shoes, etc. Only store in town. Inventory run \$7,500 on Jan. 13th, '19. U. S. Postoffice in store building. All is nearly new. The buildings, including lot they stand on, are worth \$3,550. For quick sale or trade on this snap, address Lybeck Grain Co., Karlsruhe, N. D.

## ELEVATOR BROKERS.

**JOHN A. RICE**, exclusive elevator broker, Frankfort, Indiana.

**IF YOU WANT** to sell or exchange your property, write to me. John J. Black, 57th Street, Chippewa Falls, Wis.

**WHEN YOU** want to buy or sell Nebraska or western Iowa elevators, write to Julian L. Buckley, elevator broker, David City, Nebr.

**ELEVATOR BUYERS SAVE TIME AND MONEY BY WRITING ME WHAT YOU WANT. I HAVE IT OR WILL GET IT.** NAT CLAYBAUGH, elevator broker, Frankfort, Ind.

**Sympathy never sold a feed mill, but a Journal "For Sale" ad has. Try it.**

# The GRAIN DEALERS JOURNAL.

## ENGINES FOR SALE.

**FOR SALE**—8 H. P. Fairbanks-Morse Type N with magneto and throttling governor for kerosene. Good order. Replaced with larger engine. Bargain at \$175. Zenda Grain & Supply Co., Zenda, Kan.

## DYNAMOS—MOTORS.

**WE BUY**, sell, rent and repair dynamos and motors. A. H. Nimmo Electric Company, Detroit, Michigan.

**FOR SALE**—Westinghouse Motor 30 H. P. 3 Phase, 60 cycle. Good as new. Rink & Scheib, Edinburg, Ill.

**ELECTRIC** motors, generators, also engines; guaranteed condition. We buy, rent, sell and repair. Independent Electric Machinery Co., Kansas City, Mo.

**ELECTRIC MOTORS** and Machinery at once. Do you want a motor? Write us. Largest stock in America.

NATHAN KLEIN & CO., 208K Centre St., NEW YORK CITY.

**WANTED TO BUY**, One 3 H.P. A.C. Motor, 440 volts; or will trade for a 2 or 3 H.P. Address Lee Wolf & Co., Lakeville, Ind.

## PARTNERS WANTED.

**PARTNER** wanted in building Country Elevators. Must be competent, efficient and strictly honest. Must have some money. To act as Foreman and Supt. of Construction. Modern Builder, Box 4, Grain Dealers Journal.

**EXPERIENCED** and capable grain and elevator man with about \$5,000 to invest can learn of good opening by corresponding with us. Do not answer unless you have the money, the push and first class reputation. Address Esco Box 3, Grain Dealers Journal, Chicago.

You are getting a tighter grasp on "Time's Forelock" when you insert an ad in the "Wanted—For Sale" columns of the Journal.

LEATHER RUBBER **BELTING** CANVAS STITCHED  
An enormous Stock of New and Used Power Transmission Machinery, Belting, etc.  
**TEUSCHER AND SON MACHINERY SUPPLY CO.**  
527 N. Second St., St. Louis, Mo.  
Send for No. 18A BARGAIN PRICE LIST

**G** THE MILL MACHINERY  
B. F. GUMP Co.  
SUPPLY HOUSE  
NEW AND 2ND HAND REBUILT FLOUR MILL MACHINERY  
We have the Largest Stock of 2nd Hand Flour Mill and Elevator Machinery in the World. Belting, Pulleys, Shafting, Elevator Buckets and Conveyors Bolting Cloth and Roll Grinding.  
Write for Net Price Book No. 18-B  
**B. F. GUMP CO.**  
THE MILL SUPPLY HOUSE  
431-437 South Clinton Street, CHICAGO, ILL.

## SITUATIONS WANTED.

**AS MANAGER** of an elevator, 15 yrs. experience in Grain, Coal, Flour and Feed. Good references. 50 yrs. of age. Married. Good Bookkeeper. Address Steady, Box 4, Grain Dealers Journal, Chicago.

**POSITION WANTED**—With Farmers Elevator Co., by experienced grain buyer. Now employed in North Dakota. Good reference and bond. Address Ambitious, Box 1, Grain Dealers Journal, Chicago.

**SITUATION WANTED** as stenographer or secretary by young lady who wants to locate in northwestern or western state. Twelve years' experience, good education and thoroly familiar with all details of office work. Address Stenographer, Box 4, Grain Dealers Journal, Chicago.

**AS ELEVATOR MANAGER** by U. S. Army officer, honorably discharged. Over 15 years exp. in Grain, Hay, Wool, Live Stock. Builders' Supplies and general elevator business. Best of references. Address Elevator Mgr., Box 4, Grain Dealers Journal, Chicago.

**AS MANAGER** of a Farmers or Independent Elevator. 8 years experience managing independent house. A-1 references and bond furnished. Am at present buying for a line house, but wish to change. Address South, Box 4, Grain Dealers Journal, Chicago.

**POSITION AS MANAGER** of Country Elevator in Illinois. 8 yrs. experience; married; age 31 years. Can handle any set of books. Address Box 4, Grain Dealers Journal, Chicago.

**AS ELEVATOR MANAGER**. A-1 reference. Hold letters of recommendation. Six years' experience, 36 yrs. of age. Can furnish bond. Address Arthur C. Ellison, R. F. D. No. 1, Grand Forks, N. D.

**AS MANAGER** of Farmers' Elevator. Experienced and Reliable. No objection to location. Lloyd C. Davis, Davis Grain Co., Gilboa, O.

Under **SITUATIONS WANTED** you will find a capable manager, grain buyer, or traveling solicitor. The man who has enough push to advertise his services in a high class trade journal is the kind of a man you want.

You want to get in touch with a better position than the one you have. There is a better one awaiting you. In fact, just the position you want you will locate thru the **HELP WANTED** column.

## KEEP POSTED

### GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find One Dollar Fifty-five Cents for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

bus. State.....

## MALE HELP WANTED.

**MANAGER** for Grain Elevator at once. Must be experienced. Farmers Union Co-op. Assn., J. A. Keenan, Sec'y., Berks, Nebr. Crete P. O.

**MANAGER** for small country station handling grain, coal and lumber. Begin work first part of April. Address Holcomb-Dutton Lumber Co., Sycamore, Ill.

**COMPETENT ELEVATOR SALESMAN** to sell a complete line of hollow tile elevators. Give experience, references and salary wanted. W. W. Coates Co., Traders Bldg., Kansas City, Mo.

**RAILWAY MAIL CLERKS** wanted. \$1.100 year. Examinations everywhere 15th. Sample questions free. Franklin Institute, Dept. C194, Rochester, N. Y.

**DRAFTSMAN** thoroughly versed in elevator construction and competent to design tile elevators. Give experience, references and salary wanted. W. W. Coates Co., Traders Bldg., Kansas City, Mo.

**WANTED**—An experienced man to take charge of a country elevator. Good location. New building and up-to-date equipment. Located in Nebraska. Address Cable, Box 3, Grain Dealers Journal, Chicago.

**MAN EXPERIENCED** in grain business in wheat belt of Oklahoma desires to buy interest in good country elevator or would accept position where can invest \$2,500. Have had extended experience in both buying and selling, also coal and feed. Good bookkeeper. Married, age 29. Address Interest, Box 4, Grain Dealers Journal, Chicago.

**BOOKKEEPER FOR GRAIN** and Lumber office. Some one who knows enough to figure lumber bills. Must be good and accurate in figures. Address Hope, Box 4, Grain Dealers Journal, Chicago.

**GRAIN BUYER**, capable of handling the International line of Farm Machinery and capable of keeping books. Reference required. Address E. Balsukot, Plaza, N. D.

**MACHINES FOR SALE.**

**FOR SALE—3-36"** Bauer double disc belt driven degerminating mills, in first class second hand condition. Address—Douglas Company, Cedar Rapids, Iowa.

**FOR SALE—1000 feet of spiral steel conveyor 4" to 16".** Big lot of heavy elevator belting and cups, Salem buckets. No. 7 Clipper, No. 3 Monitor, No. 3 Eureka Receiving Separator. 20 carloads of everything in the elevator and milling line. A. D. Hughes Co., Wayland, Mich.

**REAL BARGAINS**

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Neth, Mgr.,  
9 S. Clinton St., Chicago, Ill.

**FOR SALE—One 6x4x6 Duplex Steam Boiler** feed pump, double end packed, brass rod. Made by Stilwell-Bierce Company. \$125.

One 16"x42" horizontal left hand throttle valve Hamilton Corliss steam engine, wood covered cylinder, side crank drive fly ball governor girder frame with 12"x20" split iron band wheel out board bearing, made by Hoover, Owen, Renschler Company, Hamilton, Ohio. \$2000.

One Style R vertical Star Vacuum Feed water heater No. 10458 made by Warren Webster Co., Camden, N. J. \$295.

One Lee Perfection Wheat Peeler No. 5 capacity 200 bus. per hour. Made by W. Lee & Sons Co., Council Bluffs, Ia. \$325.

One Wood Frame portable hand power seed tester called pace maker, manufactured by Dubuque Turbine & Roller Mill Company, Dubuque, Iowa. \$25.

One All wood portable, invincible, dustless compound shake double receiving testing separator and dust collector No. 17121 valued at \$725.

One Improved Robertson Thompson Indicator for measuring power of steam engines \$45. Address Dommeyer Gardner Co., 210-18 Eaton Street, Peoria, Illinois.

**MACHINES FOR SALE.**

**ONE Boss Car Loader, No. 8,** good as new, for sale. A. H. Richner, Crawfordsville, Ind.

**FOR SALE,** One No. 47 Clipper Seed Cleaner with or without elevator carrying seed to cleaner. Only run two seasons. One Unique No. 2 Iron Clad Ear Corn Crusher, only run two seasons. Both machines in fine condition. If interested write to Lee Wolf & Co., Lakeville, Ind.

**OFFICE SUPPLIES.**

**SAFES**—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

**BURROUGHS ADDING MACHINE,** 9 Column \$100.00; Underwood Typewriter like new \$55.00. Will ship C. O. D. Meier Seed Co., Russell, Kansas.

**FOR SALE—Burroughs, Wales, American, Dalton, Standard, etc., adding machines,** half retail prices, fully guaranteed. Typewriter bargains, all makes. Get illustrated catalog and bargain list. Minnesota Typewriter Exchange, Department G, 326 Third Avenue, South, Minneapolis, Minnesota.

**SCALES FOR SALE.**

**NEW AND REBUILT scales of all kinds.** The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

**WE HAVE FOR SALE** several refit Wagon Scales. Also one 3-bu. Richardson Automatic and one 4-bu. Fairbanks. W. H. Cramer Construction Co., North Platte, Nebr.

**WOULD YOU BUY** larger scales if you knew you could sell the scales you have? Try an ad in the SCALES FOR SALE column and see how quickly your scales will be sold.

**SCALES REPAIRED AND SOLD**

50 wagon scales, capacity from 4 to 15 ton. Any size platform in following makes: Fairbanks, Howe, Buffalo, Standard and Columbia. Each scale that leaves our factory is thoroughly overhauled and tested and guaranteed to be correct. We furnish competent men for outside work.

COLUMBIA SCALE CO.  
2439 N. Crawford Ave. — Chicago, Ill.

**MISCELLANEOUS FOR SALE.**

**FORDS START EASY IN COLD WEATHER** with our new 1919 carburetors. 34 miles per gallon. Use cheapest gasoline or half kerosene. Increased power. Styles for any motor. Very slow on high. Attach it yourself. Big profits for agents. Money back guarantee. 30 days trial. Air-Friction Carburetor Co., 660 Madison, Dayton, O

**DO YOU want a machine or machinery?** Have you a machine or machinery which you do not use or do not want? Do you enjoy having discarded machines and machinery laying around in your way, to rust out, or would you prefer to exchange it for elevator supplies you need? Use this department. Get what you want. Put your idle capital to work.

**MACHINES WANTED.**

**WANTED—Milling separator for wheat.** Must be in good order and cheap for cash. W. E. Gest, Defiance, Ohio.

**LARGE WAREHOUSE SEPARATOR** wanted. State kind, model, size and price. State condition. Pittman & Harrison Co., Sherman, Tex.

**SCALES WANTED.**

**WANTED—One 6-ton Monarch or Howe wagon scale with iron frame.** Must be in perfect condition and price right. Advise quick. Maney Export Co., Oklahoma City.

**Give a Journal "Wanted—For Sale" ad something to do for you—it needn't be something easy.**

**BUCKWHEAT FOR SALE.**

**RE-CLEANED Penna. Buckwheat.** Grain in excellent milling condition. H. B. Low & Son, Orangeville, Pa.

**FLOUR FOR SALE.**

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

# Elevator Owners

The country is right now facing a great shortage of labor. A large majority of the grain trade's best men are still in military service. Experienced elevator operators are scarce and in great demand.

Are you in need of an experienced man to operate your elevator?

Hundreds of these men look to the "Help Wanted" columns of each number of the Journal for better positions. They will look for your ad in the next issue. Don't disappoint them. Act quickly.

The cost of this advertising is but 20c per type line each insertion.

**Want Ad Dept.**

**Grain Dealers Journal**

305 South La Salle Street

Chicago, Ill.

## SEEDS FOR SALE—WANTED

Directory  
Grass Seed Trade

## ATCHISON, KANS.

Mangelsdorf Seed Co., The, wholesale seeds.

## BALTIMORE, MD.

Scarlett &amp; Co., Wm. G., whse. seed merchants.

## BELFAST, IRELAND.

Lytle &amp; Sons, Ltd., John, Per. &amp; Ital. Ryegrasses

## CHICAGO, ILL.

Dickinson Co., The Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.  
Johnson, J. Oliver, seed merchant.

## CINCINNATI, OHIO.

McCullough's Sons, The J. M., field, garden seeds.

## CLAREMORE, OKLA.

The O'Bannon Co., grass seed dealers.

## CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

## EVANSVILLE, IND.

Small &amp; Co., W. H., seeds, grain and hay.

## GIBSON CITY, ILL.

Noble Bros., whse. seed merchants.

## INDIANAPOLIS, IND.

Southern Seed Co., field and garden seeds.

## KANSAS CITY, MO.

Harnden Seed Co., field & grass seeds.  
Missouri Seed Co., who. exp. and imp.  
Peppard Seed Co., J. G., wholesale seeds.  
Rudy-Patrick Seed Co., wholesale seeds.

## LOUISVILLE, KY.

Chambers Seed Co., grain and field seeds.  
Hardin, Hamilton & Lewman, gra. & fd. seeds.  
Lewis Implement & Seed Co., field sds. & impls.  
Louisville Seed Co., clover & grasses.  
Wood, Stubbs & Co., grass & garden seeds.

## MACON, GA.

Georgia Seed Co., field and garden seeds.

## MEMPHIS, TENN.

Russell-Hekle Seed Co., all southern seeds.

## MILWAUKEE, WIS.

Courtenee Seed Co., field seeds.  
Kellogg Seed Co., grass and field seeds.  
L. Teweles Seed Co., field seeds.

## MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.  
Minneapolis Seed Co., seed merchants.  
Northrup, King & Co., wholesale seeds.

## NEWBORN, TENN.

Cole Seed Saver Co., Japan clover whls.

## NEW YORK, N. Y.

Loewith Larsen & Co., grass & field seeds.  
Doughten, Inc., H. W., grass & field seeds.  
Nungesser-Dickinson Seed Co., whls. seed mchts.  
Radwaner, L. L., field & grass seeds, exp. imptrs.

## PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, whse. field sds.

## ROCKFORD, ILL.

Condon Bros. Seedsmen, garden, fd. &amp; flower sds.

## ST. LOUIS, MO.

Schisler, F. &amp; G. S. Co., A. W., seed merchants.

## ST. PAUL, MINN.

Jameson Hevener Co., sbprs. of field seeds.

## TOLEDO, OHIO.

Flower Co., The S. W., seed merchants.  
Toledo Field Seed Co., The, clover, timothy.

## SEEDS FOR SALE

FOR SALE—Timothy & Alsike seed.  
Write Walter G. Trumpler, Tiffin, Ohio.FOR SALE—Seed Corn. Aye Bros.,  
Blair, Nebr., Seed Corn Center of the  
World. Box 47.ALFALFA and Sweet Clover seed for  
sale. Ask for samples and prices. W. E.  
Doud, Eureka, Kan.FOR SALE—Cane Seed. Get our prices.  
We live where it grows. Sharp Grain Co.,  
Healy, Kans.WE HAVE 1,000 bus. of Whippoorwill  
Peas, 1,000 bus. of Clay Peas and 1,000 bus.  
of Mixed Peas, all crop of 1918, for sale.  
George B. Matthews & Sons, 412-430 South  
Front St., New Orleans, La.SEED MERCHANTS wanting to place  
contracts for Vincetoxicum or Garden Seed  
Beans, write Johnston Cash Feed House,  
Fowler, Colo. In famous Arkansas Valley  
of Colorado.FOR SALE—Superfine tested Perennial  
and Italian ryegrasses. Crested Dogstail.  
John Lytle & Sons, Ltd., Belfast, Ireland.GOLDEN MILLET for sale in car lots  
or less. D. H. Clark, Galt, Mo.FOR SALE—Choice seed corn, oats and  
barley, carlots or less. Prices and sam-  
ples on request. Address Allen Joslin,  
Holstein, Iowa.FOR SALE: Millet and cane seed in  
car lots, golden, common, Siberian and  
Hog millet. Reimer-Smith Grain Com-  
pany, Holyoke, Colorado.FOR SALE: Japan clover seed re-  
cleaned. New crop, growers and dealers,  
wholesalers. Let us quote you. Cole Seed  
Saver Co., Newbern, Tenn.ALFALFA SEED. 500 bushels. Sam-  
ples free. Johnston Land & Livestock Co.,  
Seward, Nebr.GUARANTEED SEEDS; Alfalfa \$9.00;  
Kaffir \$2.50; Millet \$2.50; Amber Cane  
\$2.25; Schrock \$3.50; Seed Corn \$3.00; Su-  
mac \$4.00; Sudan 15c lb. Sacks free. We  
accept Liberty Bonds. Meier Seed Co.,  
Russell, Kansas.FOR SALE—500 bushels, home-grown,  
first class, recleaned Timothy seed, 10  
cars Yellow Hand-husked Ear Corn, sev-  
eral cars Kiln-Dried and Natural Shelled  
Corn, 5 cars Good Recleaned Seed Oats.  
For prices write or wire Brandt & Holler-  
baugh, Van Wert, Ohio.

## SEEDS FOR SALE.

FOR SALE — Early Marquis Spring  
Wheat. Choice No. 1 Dark Red—thor-  
oughly re-cleaned. Full particulars on re-  
quest. Funk Bros. Seed Co., Seed Corn  
Breeders, Bloomington, Ill.FANCY ALFALFA seed, grown eastern  
Kansas, \$19.00 per cwt. sacks extra f. o. b.  
Wamego, Kans. Send for samples. Wamego  
Seed & Elev. Co., Wamego, Kan.5,000 LBS. STOWELL'S EVERGREEN  
Corn @ 10c per lb. Samples on application.  
Warren Seed Co., Indianapolis, Ind.SWEET CORN, 700 lbs. Early Min-  
nesota, testing 60 per cent. Make us an offer.  
Suburban Seed Co., La Grange, Ill.MEDIUM, MAMMOTH, ALSYKE and  
Timothy seed. Samples and prices on re-  
quest. Furnas-Brown Grain Co., Saint  
Paris, Ohio.GUARANTEED TIMOTHY SEED—Home  
grown. Write for germination and purity  
test, samples and prices. Reference Ex.  
State Bank, Collins, Ia. Vasey Bros., Col-  
lins, Ia.WE OFFER a limited quantity of fresh-  
ly cleaned Blue Grass Seed, grown on  
Elmendorf Farm. Quick orders can be  
filled. ELMENDORF COAL & FEED CO.,  
Inc., Lexington, Ky.

## SEEDS WANTED.

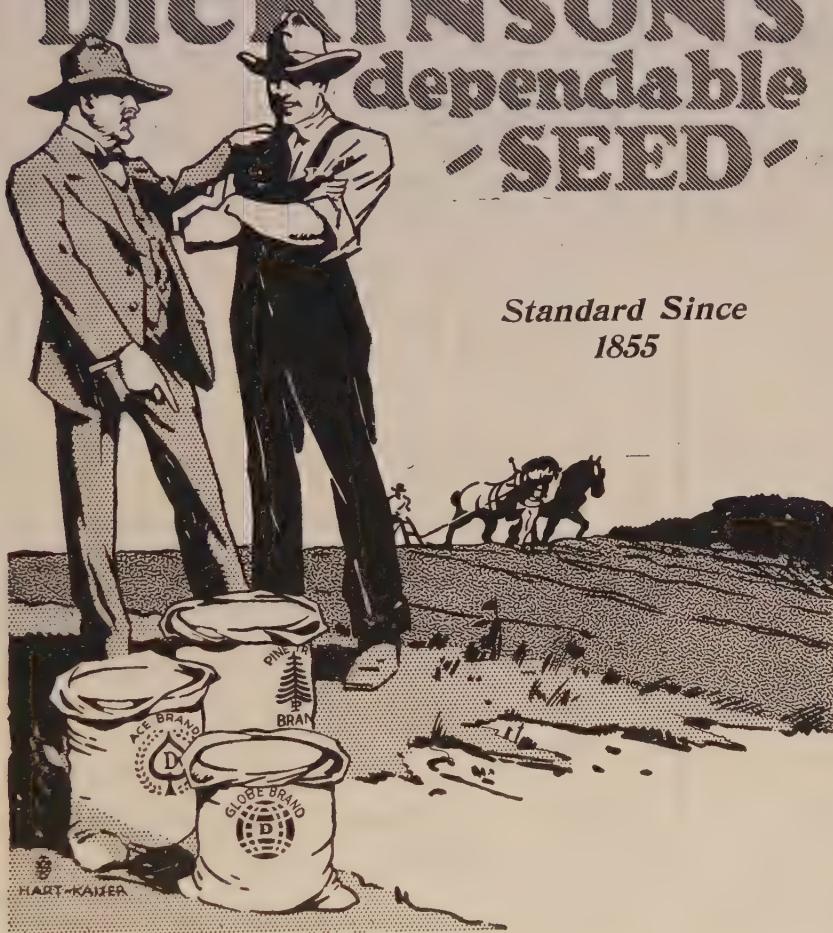
WANTED—Clover, Timothy, Millet, Red  
Top. We pay highest prices. Send sam-  
ples and state quantity for sale. Schisler-  
Cornell Seed Company, Saint Louis, Mo.

## SCREENINGS WANTED

Clover and Alfalfa Seed Screenings want-  
ed. Also Low Grade Clover Seed. Send us  
Samples which will have our prompt at-  
tention. King Seed Co., North Vernon,  
Ind.On the other end of the Journal's  
“Wanted—For Sale” columns you  
will find 6,500 grain dealers anx-  
ious to know what you have for  
them.WE WANT CORN THAT WILL GROW  
STOECKER SEED CO., Peoria, Ill.A. W. SCHISLER FIELD AND  
GARDEN SEED COMPANY  
53 Years Service  
Buyers and Sellers  
St. Louis, Missouri  
Bag or Car LotsWe Buy JOHN A. SALZER SEED COMPANY  
and Sell CLOVERS—Timothy—Alfalfa  
Send for Samples  
Write for Our Commission Seed Proposition  
LA CROSSE, WIS.Want an Elevator?  
Then consult the “Elevators  
for Sale” columns in this issue  
of the Grain Dealers Journal.H. W. DOUGHTEN, 59 PEARL STREET  
NEW YORK CITY  
Importers, Exporters and Jobbers  
Grass and Field Seeds  
We Are Buyers of NEW CROP ALSIKE  
and Sellers of D. E. RAPE

# Better Crops!

Lighten the Burden of  
Weed Destruction with  
**DICKINSON'S**  
dependable  
- SEED -



*Standard Since  
1855*

## Globe, Pine Tree and Ace Brands

*Clover, Timothy, Alsike, Alfalfa and  
Field Seeds of All Kinds*

ORDER NOW WHEN OUR STOCKS ARE COMPLETE

## THE ALBERT DICKINSON CO.

WHOLESALE SEED MERCHANTS

Minneapolis

Chicago

## SEEDS FOR SALE—WANTED

**DENISON SEED CO.**

Wholesale and Retail Dealers in  
**SEEDS, FEEDS**  
 MARQUIS WHEAT, MANCHURIA BARLEY  
 SEED CORN, CLOVER, ALFALFA  
 OATS, BARLEY, TIMOTHY  
 Write for prices and catalogues. DENISON, IOWA

Crabbs Reynolds Taylor Co.

BUYERS and SELLERS

Clover and Timothy  
 Seed  
 GRAIN

Crawfordsville - Indiana

**WANTED**

Timothy Seed--Medium Red Clover  
 Shippers of all kinds of Field Seeds.  
 Poultry Foods—Specialty.  
 JAMESON HEVENER CO.  
 St. Paul, Minn.

RE-CLEANED  
**COW PEAS - CANE SEED**  
**TENN. SEED CORN**  
 CAR LOTS OR LESS—LOW PRICES  
**RUSSELL HECKLE SEED CO.**  
 MEMPHIS, TENN.

**THE HARNDEN SEED CO.**

Field and Garden Seeds—Onion Sets

Write for our Surplus List of Garden Seeds  
 505 WALNUT STREET KANSAS CITY, MO.

**ALFALFA SUDAN  
 CANE SEED  
 FEED and SEED  
 MILLETS**

**RUDY PATRICK SEED CO.**  
 KANSAS CITY, MO.

WE ARE OFFERING  
 ATTRACTIVE  
 VALUES IN

Alfalfa  
 AND  
 White Blossom  
 Sweet Clover

Samples for the Asking  
 PLEASE ASK!

Kellogg Seed Co.  
 Milwaukee, Wis.

**A FULL LINE OF SEEDS**

Large or Small Lots.  
 Field and Grass Seed—Northern Grown.  
 Garden Seed—Selected, Hardy Varieties.  
 Onion Sets—Clean, hard, sound and dry.  
 Poultry Feed—Our formulas or special milling  
**NORTHRUP, KING & CO., Minneapolis**  
 U. S. Food Administration License No. G-23453.

**MINNEAPOLIS SEED COMPANY**

WHOLESALE FIELD SEEDS

**HARDY NORTHERN GROWN SEEDS OUR SPECIALTY**

ASK OUR BIDS BEFORE SELLING. BUYERS, RECLEANERS, SELLERS. WRITE OR WIRE FOR SAMPLES AND PRICES.

**TIMOTHY, CLOVERS, MILLETS**

GRASSES, FORAGE SEEDS, SEED GRAINS, PEAS, BEANS AND SCREENINGS

P. O. ADDRESS: LOCK DRAWER 1546  
 OFFICES: 3444 RAILROAD AVE. SO.  
 MINNEAPOLIS, MINN.

GRAIN ELEVATORS AND WAREHOUSES.  
 34TH TO 35TH STS. AND RAILROAD  
 AVE. SO., ON C. M. & ST. P. RY.



CABLE ADDRESS:  
 BUSGERS—ARNHEM

Codes used:

A. B. C. 5th edition and Private

ESTABLISHED 1871

**WM. E. BUSGERS & CO., Arnhem (Holland)**

(Ltd. Society for the Importation—Exportation and Cultivation of Grass Seeds)

WORLD KNOWN for almost half a century as Wholesale Dealers and  
 Exporters of European Grass and Clover Seeds

**EUROPEAN GRASS SEEDS our Specialty**

When buying please ask for our samples and prices

We are IMPORTERS of AMERICAN GRASS and CLOVER SEEDS and shall  
 always esteem your sampled offers thereof

OLDEST AND LARGEST GRASS SEED FIRM IN HOLLAND

ESTABLISHED 1871

## SEEDS FOR SALE—WANTED

### L. Teweles Seed Co.

Milwaukee Wisconsin

Headquarters for

Red, White and Alsike  
Clover  
Timothy and Alfalfa  
Seed

SEED CORN FIELD PEAS

### DON'T FORGET US

We want Clover, Alsike,  
Timothy, and Alfalfa Seed  
CAR LOTS OR LESS

In the market all the time,  
either to buy or sell. Send  
us your samples.

*Our samples and prices on request.*

T. H. COCHRANE CO.  
Portage, Wisconsin

### The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited. Send us your samples.  
Toledo, Ohio

### MISSOURI BRAND SEEDS

Specialists  
KANSAS GROWN ALFALFA  
MISSOURI GROWN BLUE GRASS  
MISSOURI SEED CO.  
KANSAS CITY, MISSOURI

### The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.

ATCHISON KANSAS

### CHAMBERS SEED CO.

[Incorporated]

#### GRASS and FIELD SEEDS

Combining theresources and experience of  
46 years in the Seed business.

Correspondence Solicited. LOUISVILLE, KY.

### WOOD, STUBBS & CO.

(Inc.) LOUISVILLE, KY.

Ky. Blue — Orchard — Red Top  
BUY AND SELL  
Also full line Garden Seeds



### The J. M. McCullough's Sons Co.

BUYERS—SELLERS

Field and Garden Seeds  
CINCINNATI - - OHIO

### The S. W. Flower Co.

WHOLESALE  
FIELD SEED  
MERCHANTS

SPECIALTIES  
RED CLOVER, TIMOTHY  
ALSIKE

TOLEDO  
OHIO

### LOUISVILLE SEED COMPANY

INCORPORATED  
LOUISVILLE, KY.  
Headquarters for  
RED TOP AND ORCHARD GRASS  
BUYERS AND SELLERS  
OF ALL VARIETIES FIELD SEEDS

By concentrating your advertising in  
THE GRAIN DEALERS JOURNAL  
you can cover the Grain Dealers  
of the country at one cost.

White Clover

Orchard Grass

Tall Meadow Oatgrass

Ryegrass

### Wm. G. Scarlett & Co.

Baltimore, Md.

### Crawfordsville Seed Co.

Crawfordsville, Ind.

### Field Seeds

#### WE BUY AND SELL

Wheat Screenings, Cane Seed, Salvage Wheat,  
Kaffir Corn. Write or wire for prices.

HENRY LICHTIG & CO., Kansas City, Mo.

#### FLOWER, FIELD and LAWN SEED

J. OLIVER JOHNSON

Wholesale

SEED MERCHANT

1805-9 Milwaukee Ave., CHICAGO, ILLINOIS

#### HENRY HIRSCH

WHOLESALE FIELD SEEDS

CLOVER — ALSIKE — TIMOTHY — ALFALFA

Our Specialty

All Other Field Seeds

TOLEDO - - OHIO

Q UOTE us all kinds of Seeds, Feed, Poultry  
Supplies, Flour, Fruit Package Material,  
Ice Cream and Butter Manufacturers' and  
Handlers' Needs, also Fruits and Produce.  
References: Produce Reporter Co., R. G. Dunn  
& Co., Bradstreet & Co.

THE THORNILEY BROS. CO.  
Telephone 792 219 Third St., MARIETTA, OHIO

#### We Buy SEEDS We Sell

J. G. PEPPARD SEED CO.  
Kansas City, Mo.

### Farmer Seed & Nursery Co.

Growers of Northern Grown  
SEED CORN, CLOVERS, TIMOTHY  
AND ALFALFA

FARIBAULT - - MINN



# Two Mills In One City



Here are two mills operating side by side in a good Minnesota town, one hundred twenty miles from Minneapolis.

The larger mill, a 1,000 barrel up-to-date long system one, enjoys a good patronage, makes good flour, and probably a fair percentage of profit on the money invested.

The "Midget" Marvel mill runs in connection with a general flour and feed business and is a BIG PROFIT EARNER.

## "Flavo" (America's Community) Flour

For "Flavo" flour, which it makes, has a large sale in that community, both to the town people and to the country folk. Farmers come for miles around to get it, and farmers' wives are recognized flour critics.

This is only one of the hundred "Midget" Marvels in the Northwest alone which are right within the shadow of the largest mills and are daily meeting the keenest quality competition, and are making larger proportionate profits for their owners than other mills.

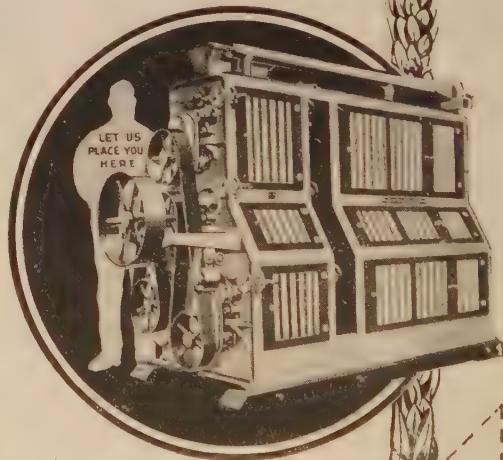
The reason is, the "Midget" Marvel has a new, improved process of milling and makes A BETTER BARREL OF FLOUR CHEAPER.

## AMERICAN "MIDGET MARVEL" MILL

If you are operating a long system mill now, you can decrease your operating costs, improve quality and yield, and turn a money loser into a good profit earner by installing a "Midget" Marvel mill.

Let us show you how. Use the coupon and write for the "Story of a Wonderful Flour Mill."

**The Anglo-American Mill Co.**  
577-583 Trust Building      OWENSBORO, KY.



MAIL THIS  
COUPON  
TODAY

Please send me the "Story of a Wonderful Flour Mill" and all particulars of the "Midget Marvel Mill".  
Name .....  
Street .....  
Town .....  
State .....  
577-583

## GRAIN DEALERS JOURNAL

[Incorporated]

Published on the

10th and 25th of Each Month at

305 S. La Salle Street, Chicago, Ill.

Charles S. Clark, Manager.

### SUBSCRIPTION RATES

To United States, semi-monthly, one year, cash with order, \$1.55; two years, \$2.85; three years, \$4.25; single copy, 10 cents.

To Foreign Countries within the Postal Union, prepaid, one year, \$2.75; to Canada \$2.15.

### THE ADVERTISING

value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

### LETTERS

on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

### QUERIES

for grain trade information not found in the Journal are always welcome. Address "Asked - Answered" department. The service is free.

Entered at the Chicago, Ill., Post Office as Second-Class Matter, Aug. 5, 1898.

CHICAGO, FEBRUARY 25, 1919

ONE BILLION dollars is ten dollars for every man, woman and child of our one hundred million population. The minimum cost of the privilege of fixing the price of wheat.

THE INCREASED hazards of transportation due to all railroad claim agents becoming dumb, deaf and blind will force all grain shippers to work on a much wider margin or go broke.

NEVER will it be possible to state in terms of dollars and cents just how much it is worth to a farming community to have a grain market open every day in the year. It is not at all an exaggeration to say that it would be a calamity to an agricultural district to have something come to pass to cause the local elevators to remain open for business only, say, on Tuesday of every week. The whole commercial life of the community would collapse if that were to happen. Of course, that is not going to happen, but the fact that the grain dealer is on the job at all times, ready to buy one bushel or ten thousand, is but one more reason why he should have ample compensation for the service he performs.

BARLEY AND MALT are going freely in export to Great Britain, which some time ago requested the State Department of the United States government at Washington not to grant passports to "bone dry" agitators.

MAKING national holidays of the birthdays of individuals promotes economic waste. It contributes to the high cost of living by reducing the earning, producing and purchasing power of the individual and places numerous commodities beyond the reach of many.

TOLEDO is aspiring to become a future market for beans. Dealers who have held the last crop in hope that the Food Administration would make good its promise to take all their holdings would have been protected against very burdensome losses, had a future market been in existence where they could have hedged against their holdings. The market has been heavy for several months and continues to sag, but the Food Administration goes elsewhere for its beans, not because it was determined to give the bean handlers positive proof of its patriotism, but because it could buy beans cheaper elsewhere.

ORDER No. 57 of the Railroad Administration has aroused more vigorous opposition from the grain and milling trades than any other act perpetrated by this bunch of autocrats. Our "Letters" column, this number, discloses the fact that many shippers and receivers are protesting to their representatives in Congress to Director General Walker D. Hines and to Honorable Charles A. Prouty of the Railroad Administration at Washington. If all the members of the trade will join in the order will be cancelled shortly. If the wishes of the shippers are respected, not only will the order be cancelled, but the man who originated it will be boiled in oil.

LOSS in transit on many shipments of grain made recently has exceeded eight cents a bushel on the gross amount loaded and the U. S. Railroad Administration is striving to bluff shippers out of all their claims. Yet Mr. Barnes insists that eight cents gross profit is sufficient to cover the expenses of the country shipper in marketing a bushel of wheat, freight alone excepted. If the present autocratic administration of the railroads is continued, every wheat shipper will need fully eight cents to protect him against the hazards of transportation and that much more for the other expenses of marketing and interest on his investment. The plumbers and other unionized workers, like the hog growers are encouraged to charge all they can collect, but the grain dealer is not considered worthy of his hire by the bureaucrats in charge. What would they do if the country elevator operator should refuse to handle wheat?

THE CANADIAN government seems disposed to profit by the sad experience of Uncle Sam and is refusing to guarantee any price for the 1919 wheat crop, or for any other commodity. Why should it? The war is over and business should be permitted to return to its natural channels as quickly as possible.

GRAIN DEALERS who fear that the government may refuse to make good its guarantee for 1918 wheat which is not marketed by June 1, 1919, are pressing their farmer patrons to move their wheat promptly, so that it can be forwarded to the Food Administration Grain Corporation while there still remains no doubt as to the period the guaranty price was to be paid for the crop. While there seems no grounds for suspecting that the Grain Corporation will reject any wheat of the 1918 crop, which is not moved by July 1, country elevator men will be on the safe side by moving the wheat out early.

INTRASTATE rates always have been regulated by the state commissions, but Director General Hines on Feb. 25 denied the jurisdiction of the Kansas Public Utilities Commission in the complaint made by the Council of Farmers Co-operative Companies against the advance in June, 1919, of 30 to 64 per cent ordered by McAdoo in rates on corn, rye and barley within the state. While there may be a difference of opinion as to jurisdiction it should be self-evident that if the state commissions have no power they should be abolished. The people are taxed to support them. What is the benefit?

IN VIEW of the fact that the price guaranty bill, which appropriated a billion dollars to make good the government's guaranty of \$2.26 for all 1919 wheat marketed on or before June 1st, 1920, was passed by the House by a vote of 277 to 15, there seems little probability that it will be defeated in the Senate. The provision of all the machinery for handling the 1919 crop is left to the President. Inasmuch as he has been somewhat busy with seven or eleven different other matters recently, it is barely possible that he would welcome practical suggestions from members of the grain trade, who believe they can devise workable methods for handling the wheat of the coming crop, without in any way interfering with the farmer getting the price guaranteed. It is easy enough to meet real problems with calm resignation and turn them over to the Government, but every clear sighted man of intelligence, knows that the politicians are utterly incapable of handling business problems. Hence in the interest of the grain trade and the efficient marketing of the coming crop, it is the duty of all members of the trade to contribute their best suggestions for helping the Government out of its present dilemma.

# The GRAIN DEALERS JOURNAL.

HAVE YOU protested against Order No. 57 to all your representatives in Congress? Yes! Well, do it again and more vigorously. Have it withdrawn, cancelled, as any modification may make it even more difficult than the original order for shippers to collect their just claims. Act today, it may be too late tomorrow.

RESTRICTIONS of the margin of profit on foodstuffs have been terminated through a proclamation of the President issued early this month, but the new bill presented by the Agricultural Committee of the house provides for other regulations of profits which may prove just as burdensome to grain dealers, millers and flour dealers as the old regulations. Look out.

FINE PRINT conditions on the back of telegraf blanks derive no added force whatever by reason of having been filed by the companies with the Interstate Commerce Commission at Washington. The contention of the telegraf attorneys that their schedules in this respect are on the same basis as those of the railroad companies is denied in a decision of the Supreme Court of Minnesota, published in this number of the Journal.

THE GRAIN TRADE has suffered so much from governmental interference that no dealer will look with favor upon Secretary Redfield's commodity board, which is designed to establish fair commodity prices, in the hope of convincing each industry of the necessity of seeing things as they are seen by the Industrial Conference Board. Such political interference with business can work no good to anyone except the politicians appointed to the easy berths on the board. It is simply one more gang of hangers-on to feed at the public crib. The grain trade is sick and tired of political interference and will madly oppose any further restriction or regulation. The war is over. Let us disregard all war agencies.

FLABBERGASTED fault finders in the farm journals show how neatly they have fooled themselves when they denounce the bill for the enforcement of the wheat guaranty as a scheme of the grain dealers to put down the price of wheat and have Uncle Sam bear the cost. Congressmen who had to draw up the bill regrettably have to admit it is their own child and that the official representatives of the grain trade respectfully declined at all times to commit themselves to any specific legislation. The grain dealers did not put Uncle Sam into this hole and it is not their duty to help him out, even if they could, and no one can prevent the burden from falling on the back of the consumer or the taxpayer. As time passes it becomes clearer that economic necessity and political expediency both are combined to put down the price of wheat to the world level.

WHILE Great Britain is buying all the wheat it can obtain in Australia, New Zealand, Argentine and South Africa, it is not overlooking Canada's 50,000,000 bushels surplus, nor is it forgetting that the price of the 1919 Canadian crop has not been fixed and must be sold in the open market. The Allies will supply their needs from these various sources before they will be content to buy United States wheat on a basis of \$2.40 New York, and they may refuse to buy any of it at that price.

DRASTIC penalties ought to be imposed on crooks who adulterate or misbrand feeds; but the method of taxing all honest manufacturers about 20 cents per ton on their output as proposed in the Minnesota legislature is grossly unjust. This will cost the consumers of feeds ten times as much as the expense of apprehending the crooks by police work. It looks as tho the law were designed primarily to make places for politicians, rather than discourage dishonest dealing.

ONE OF the encouraging signs of the times is the clear cut resolution adopted by the Farmers Grain Dealers Ass'n in Minnesota last week, declaring against any legislation infringing on the rights of individuals to sell and buy grain for future delivery. While it is very doubtful that any such law would be upheld by the Supreme Court of the United States, still it is far better that the people recognize the individual's right of contract and the clause in the United States constitution, which protects that right and desist from enacting any legislation which should attempt to interfere with the right of the individual to contract for the delivery of any commodity at any time that may suit his needs or convenience.

THE FOOD CONTROL ACT of Aug. 10, 1917, becomes inoperative with the final termination of the existing state of war with Germany. We hope that will be sometime soon during the summer of 1919. Certain steps taken under the Act are bringing about the adoption of an additional law that will keep dealers in wheat and wheat flour under governmental control until June, 1920. By that time, something else may come up to offer a reason or excuse for continuing the control another year or so. Will the final result be that, long after the rest of the world has settled back to more or less normal conditions, the wheat dealer will be making out useless reports and struggling under the weight of a policy that was wrong in the beginning, and that gets no nearer the right as it develops and expands? If the thing keeps up long enuf the grain dealer may finally be forced out of existence completely, and then the people will have a chance to see just what kind of a mess ranting idealists have led them into.

GOVERNMENT regulation of prices has so won the favor of the law makers of Saskatchewan, that the legislature has adopted resolutions urging the Canadian government to set a price for wheat of the next crop and hereafter to join with the wheat exporting nations of the globe in fixing the price annually. By the time the United States gets out of its present trouble it will be a very difficult matter for anyone to induce the members of Congress to attempt again to fix the price of anything.

AGITATORS who sought to make political capital by attacking the Chamber of Commerce and the Board of Trade at the recent Minneapolis meeting of farmers interested in the grain business were sadly disappointed to find that the farmers there assembled had already made a study of exchange trading and were unwilling to deprive themselves of this trade advantage to gratify an imaginary prejudice against the middleman. Having been denounced by the farmers the bill regulating the Chamber of Commerce will die an early death.

THE STATE OF NORTH DAKOTA engages in the business of operating grain elevators and flour mills under a law providing it shall do so the same as "any private individual," and further that the state shall fix the prices of things sold and of things bot, and charge enough to cover "depreciation of all property, all overhead expenses and reasonable surplus and repay all sums advanced by the state with interest." To the operators of some country elevator lines and certain terminal elevators the foregoing will seem a large order in view of the keen competition; and instead of repaying the \$5,000,-000 capital the state grain and mill concern will probably have to follow the example of another government owned concern, the shipping board of the federal government, and write off a cool \$1,000,-000 as lost.

MINNESOTA has a law, known as 2330, which in lieu of other taxes, requires every firm, person or corporation to pay one-fourth of one mill a bushel upon all wheat and flax and one-eighth of one mill a bushel upon other grains, received in and handled by such elevators or warehouses during the preceding year. In other words scooping grain is encouraged and those who do not scoop grain are not called upon for this tax. If the law is to be made equitable then the tax should be levied upon all grain shipped. While the tax is not very burdensome, still it is not equitable. If any discrimination is to be made, it should be made against the irresponsible, who has no facilities for doing business and through his lack of facilities and slack methods markets grain inefficiently and expensively and thereby discourages good farming by reducing the net returns from grain marketed.

THE REFUSAL of the spring wheat farmers to plant any more wheat until the Government's price guaranty has expired has not yet been announced. Evidently they do not object to the citizens being taxed a billion and a half in order that they may profit by the Government's blunder or apparent necessity.

TELEPHONE or telegraph service has not been improved, as was promised when the rates were advanced, and judging from the dissatisfaction ruling among the members of the trade, they have little confidence in the ability of Mr. Burleson to effect any improvement in the service. Few lines of business use the telephone and telegraph service so extensively daily as does the grain trade, and the wonder is that every grain dealer has not made a more urgent demand for the return of telephone and telegraph companies to private ownership and operation.

STANDARD ANALYSES of fertilizers are of even more importance to the fertilizer industry than are uniform grades of grain to the grain dealer. Just as the movement for uniform grades was first promoted by the grain dealers and afterwards taken up by the government, so now is the movement for uniform grades of fertilizer being pushed almost alone by the manufacturers without government assistance. The co-operation of the agricultural editors was promised at a recent meeting at Chicago and the Soil Improvement Com'ite of the National Fertilizer Ass'n is now taking up the plan with the agricultural experiment stations. Instead of one brand varying from another by a half of one per cent, the steps will be a whole or two per cent of plant food, effecting a great reduction in the number of brands to be carried and reducing the opportunity for illegitimate competition.

FOREIGN grain may be afflicted with Flag Smut and Take-all disease, as is charged by the Department of Agriculture, but that will not be sufficient to prevent it being shipped into the United States, unless our ruling market prices are reduced or the foreign owners of the grain are treated for avarice. It has not been long since the import duty on grains was materially reduced or abolished. At the time the last tariff bill was enacted, no consideration was given to the dreadful diseases with which all these foreign grown grains are afflicted. The recent discoveries are most alarming and cast a far reaching suspicion that the disease experts of the Department of Agriculture have been sadly derelict heretofore in guarding United States soil from becoming infected with these dreadful disease germs from other grain exporting countries. Can it be their wish to keep out foreign grown grain has caused them to see disease ghosts.

MINNESOTA'S Railroad and Warehouse Commission seems to be unduly ambitious in the matter of monopolizing the sampling of grain. No one has admitted that the commission draws more dependable samples than any other agency, but the champions of the Commission seem to think that it is better equipped to do this work than anyone else. Fortunately for the grain trade others have quickly recognized that the present system of having two different agencies drawing samples, keep both agencies alert and eager to furnish fair average samples of every car's contents. If one agency were to be given a monopoly of the sampling then it would conceitedly insist that its samples always were right, and few would be in a position to sustain a contrary opinion. The present system of independent sampling bureaus, has long been recognized as the most desirable, by the patrons of every other market and there seems little reason for believing that the Minnesota proposition of giving the sampling monopoly to the warehouse commission would prove more satisfactory, even though it might be tolerable.

### The Need of a Credit Bureau.

It is fair to presume that if the grain trade were presented with a strongly organized, efficiently conducted credit bureau, the safe dealing of all merchants, who leaned heavily upon the bureau, would be so much surer than at present, that their profits would be materially increased, even though their margins remained as at present. Each number of the Journal reflects or reports trickery and generally by old time offenders, whose dishonesty is well known to most members of the trade, even though they do change their firm names every month. Such characters would be quickly exposed by a vigilant credit bureau and their latest disguise disclosed. The principal reason the grain trade continues to struggle along without an aggressive credit bureau, is that the leading firms are not disposed to assume any responsibility for the conduct of such an organization. They seem to overlook the fact that a credit bureau must have responsible and reputable backers in order to gain the confidence of the progressive members of the trade. But after a few years of careful, conscientious work, the organization could easily stand independent of individual merchants, because the trade would judge it by work already done.

So long as the grain trade continues to do business without the aid of a strong credit bureau, all will suffer occasional losses, due to their dealing with firms or individuals unworthy of their confidence, firms whom they would not have anything to do with, were they kept posted by a well organized credit bureau, or even if they would read all their trade journals carefully and confer confiden-

tially and frequently with their fellow sufferers.

The Credit Buro is sorely needed. Will you help to support it?

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### The Dishonest Shipper.

Dishonest dealers, shippers, receivers and track buyers, through their very dishonesty greatly increase the cost of handling grain for the entire trade. Fortunately for the great host of dealers, who are honestly disposed, the tricksters are becoming fewer each year. As men mingle more together in conventions and conferences and gain confidence in one another's reliability, they exchange experiences to their mutual profit and advantage and to the eternal disadvantage of the dishonest trickster, who has preyed upon them.

If the shortcomings of dishonest dealers, such as is complained of in "Letters" in this number, are published to the trade, and the name of the offender occasionally given, it would help materially to crystallize in the mind of traders, a clearer understanding of what is fairly due to the other fellow.

No organization of self-respecting merchants will knowingly lend their badge for fair dealing to a dishonest trickster. No organization of grain merchants could afford openly to uphold dishonesty in any form. It would quickly disintegrate as no honest merchant would care to have it known that he was in any way identified with such an organization. The trade organizations cannot undertake to assume the duties of a collection bureau, but they can well afford to exercise their influence in the general discouragement of unfair trade practices, such as over-drafts and over-billing shipments. Shippers who indulge in such trickery, encourage receivers to reciprocate in kind. The best way to obtain fair treatment, is to give it. The receiver whose complaint is published in "Asked-Answered" this number, is one of the old firms that has long borne an enviable reputation, yet its attempts to serve country shippers has reaped it a harvest of heavy losses and distressing experiences. No man who has been accustomed to treat his fellow tradesmen with fairness and confidence can be thus taken advantage of, without losing some of his confidence in humanity and if he deals long enough with the tricksters and sharpers, he'll soon be forced to adopt their tactics in order to keep his business going.

Such a condition is farthest from the desire of any one identified with the grain trade. It would seem time for the association to adopt Rules of Practice, the violation of which should earn any member the condemnation of his fellow members, because any toleration of any dishonest practice must necessarily increase the hazards and costs to all of doing business.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### No Right to Natural Shrinkage.

*Grain Dealers Journal:* We have read considerable discussion in the Journal regarding the natural shrinkage clause which the railroads have talked of enforcing on damage claims. Have the carriers yet succeeded in establishing a right to claim any shrinkage en route on corn and oats?—Saratoga Milling & Grain Co., Saratoga Springs, N. Y.

**Ans.:** The railroads have not established their right; but by declining to pay without deducting for alleged shrinkage they are forcing shippers to bring suit for their full damages.

### Recourse for Off-Grade Delivery?

*Grain Dealers Journal:* I bot a car of good hand-picked yellow ear corn subject to my inspection to fill sales I had already made to farmers. I found the top of car fairly good and sent some home with the farmers, but when I got to the bottom of the car I found some white corn and stopped unloading and called up the man I had bot of and he said to unload it and he would call the loader. I found more white corn the more I unloaded. Should not the seller make good on this?—O. E. Kretzinger, mgr., Republic Mercantile & Elevator Co., Republic, O.

**Ans.:** The corn having been purchased subject to buyer's inspection, the buyer has the privilege of rejecting and the burden is on the seller to make such settlement as will be satisfactory to buyer, as the seller is liable for breach of his contract to deliver yellow corn.

### Failure to Return Engine Repairs or Parts?

*Grain Dealers Journal:* On Dec. 16, 1918, I sent two small pieces of my gasoline engine to the Interstate Tractor Co., of Waterloo, Ia., from whom I had bot structures that they send me new parts my engine some three years ago, with in-and return old parts as soon as they could. They acknowledged receipt at once. Also, I have money with them to pay for repairs.

So far I have failed to get either the new repairs or my old pieces which I sent them. I wrote letter after letter to them, begging them to send back my parts, but so far they have not sent anything.

I have about 1,500 bus. of wheat on hand and about 3,000 bus. of corn that I was very anxious to ship, but could not because I could not use my engine. On the wheat I have a loss of 18 cents and on the corn at least 25 cents per bushel. Can I not hold the Interstate Tractor Co. liable for my loss?—August Strassner, Etlah, Mo.

**Ans.:** If when the engine was bot the seller agreed to supply repairs promptly it is liable for the damages due directly for failure to do so, as this was one of the considerations for which the buyer paid the purchase price. This contract should be in writing, or admitted.

Otherwise, sending the money and parts imposes no more obligation to supply them than an order sent to a mail order house

from a catalog. If on receipt of the money and the parts the seller in his acknowledgment promised in consideration thereof to send them any definite time he is liable for such damage as might reasonably be expected from delay, especially if the buyer when sending the money and the old parts explained how badly they were needed and what loss would follow failure to send the parts promptly.

### Reports Still Required on Coarse Grain.

*Grain Dealers Journal:* If it is true that all licenses and regulations on coarse grain products and export regulations on coarse grain have been cancelled, why do we have to make out weekly reports on Form W-R-C-1 to the Food Administration?—A. H. Shelby, mgr., J. S. Coon Grain Co., Sidney, Ill.

**Ans.:** Altho all licenses and regulations on the products of coarse grains have been cancelled, dealers in coarse grains still are licensed and are required to report on barley, corn and oats.

### The Guaranteed Price?

*Grain Dealers Journal:* Will the Journal please explain if the guaranteed price includes all grades of wheat. I understand the government guarantees a price on No. 1, 2 and 3, but not on anything lower than No. 3.—J. A. Armour, Bentley, Kan.

**Ans.:** The Food Control Act, passed in August, 1917, provides "The guaranteed prices for the several standard grades of wheat for the crop of 1918 shall be based upon No. 1 northern spring wheat or its equivalent at not less than \$2 per bushel at the principal interior primary markets."

According to the law the guaranty applies to the grades below No. 3, as they are likewise standard grades.

### Who Should File Claim?

*Grain Dealers Journal:* Will the Journal please give us an opinion on the case described below, also cite us to any arbitration that has been decided, dealing with a contract of this nature?

We purchased one car of barley, price "basis Omaha." The car was shipped via Sioux City, inspected at Sioux City, and diverted to Harbine, Neb., by way of the Rock Island road to Omaha. The correct rate according to tariffs now in effect from the point of origin to Omaha, via Sioux City, is 12½c per cwt., but the receiver of this grain at Harbine was compelled to pay 20c per cwt. freight from the point of origin to Omaha, plus 11½c from Omaha to Harbine, which latter rate is the correct local rate.

Our contention is that as the barley was bought basis Omaha, the shipper is obliged to protect this overcharge in freight by filing his own claim. The shipper contends that as he sold the car, basis Omaha, that this necessarily means the correct rate of 12½c per cwt. to be charged, regardless of the error made by the local agent at the receiving end and that it was our duty to file the claim for the difference in freight.

We think this matter can be easily settled by a local board of arbitration; in fact, it matters very little who files the claim as we are almost sure that the refund will be made by the railroad, but just as a matter of record and for future use, we will appreciate an opinion as to whose duty it is in this case to file the claim.—Slaughter-Burke Grain Co., Sioux City, Ia.

**Ans.:** The party who paid the freight is the only one the railroad company can recognize as claimant.

The overcharge was on the shipper's end of the route and it would seem his

moral duty to file claim; but on the other hand, perhaps if the shipper had been represented at the receiver's end he would have made such strenuous objection that the overcharge would not have been exacted. It is easy for the receiver to submit to an overcharge if he thinks he can pass it back to the shipper. If the shipper is to press the claim he should be given an assignment of the claim from the receiver who paid the freight, to entitle him to the refund.

### Buyer's Right to Reject?

*Grain Dealers Journal:* Referring to the article in the Journal of Feb. 10 under caption "No Recourse for Delivery Below Contract," are readers to understand that if shipments are not contract grade on arrival at destination they can be rejected, altho official certificates at shipping point showed same to be contract grade and sales made on official certificates of weights and grades?—J. A. Hughes, mgr. J. A. Hughes Grain Co., Howe, Tex.

**Ans.:** As stated, it is question of contract. If sale was made on official certificates of weight and grade and certificate showed contract grade buyer has no recourse, as the inspector, presumably a disinterested official, is just as much the agent of the buyer as of the seller.

### Deterioration at Buyer's Risk.

*Grain Dealers Journal:* Can the Journal give instances where suit was brought against the shipper for corn being damaged on arrival, altho he proved that the corn was in good condition when loaded at originating point; also the disposition of such cases? The corn was shipped O/N but the draft was paid before the corn arrived at destination, which makes the title rest in the buyer.—G. W. McRory, sec'y and mgr. Florida Grain & Elvtr. Co., Jacksonville, Fla.

**Ans.:** The terms of the contract control, as to whether sold by sample or grade, and whether on shipper's or destination grades. If sold to arrive in good condition the seller is liable for its failure to do so; but if sold on an inspection certificate the buyer must accept the certificate and the corn.

Such a case was decided by the Supreme Court of Arkansas, on a sale of two cars of corn by the Young & Fresch Grain Co. to the Arkansas & Texas Grain Co., shipper's liability to cease when the corn was delivered in good condition at St. Louis for transportation to Texarkana, Ark. The court found that the corn was in good condition when delivered to the carrier and that seller was not responsible for the heating of the corn after delivery to the carrier and gave judgment for \$180 in seller's favor.

### The Hammer Test?

*Grain Dealers Journal:* Is the hammer test recognized as evidence of loss? We have had several claims declined on account of the fact that the test was determined by application of the hammer test. If the railroad company refuses to pay claims where no leakage is noted, or it leaks at the car door, and then refuses to recognize the hammer test as authentic, we can see where the shipper has no chance of getting back any money for grain leaked in transit. This certainly is an injustice to the country grain buyer.—McFadden & Co., Havana, Ill.

**Ans.:** The railroad company is in the position of a private party sued for damages, and it has never been the law that defendants are the judge of the evidence against them.

To state the case adversely, if a shipper's own weights showed full out turn at destination, the leaks by hammer test would not be accepted as proof of leak in transit, the argument being that the track jolts were not so jarring as the hammer. If the case gets before a jury, however, the fact that the hammer test freed a shower of grain would predispose them to believe that the difference in weights was due to

leakage in transit, and to that extent must be recognized as evidence of loss. The shipper who has good scales operated by trustworthy men needs no hammer test to prove how much grain he loaded into the car, and that is what he can hold the railroad company for.

## Carrier Not Liable for Error in Rate.

*Grain Dealers Journal:* In December, 1918, we bought several cars of corn at Bakville, Iowa, and the C. B. & Q. agent at that place quoted us 13½c a hundred to Madison, Mo. But today the M. K. & T. agent at Madison claims the rate is 23½c a hundred and claims back charges on the cars that we shipped in December after we had bought and sold on 13½c a hundred basis. If we have to pay the back charges on this corn it will lose us plenty of money. Can the Journal give us any advice about this?—A. Davis and Son, Madison, Mo.

**Ans.:** The courts have decided again and again that the correct rate of freight is the tariff rate, and that the shipper can be required to pay the tariff rate, irrespective of any erroneous quotation made by an agent or other railroad employee. It seems unjust that the shipper who has been given an erroneous rate can not recover his loss, but such is the law.

## Can Attorneys' Fees Be Recovered from Carriers?

*Grain Dealers Journal:* I read in Journal at one time that one could bring suit against a railroad company and recover attorneys' fees in the suit but I have forgotten when it was and the nature of the suit. Can the Journal give me this information?—J. S. Cameron, Elliott, Ill.

**Ans.:** If, after the shipper has obtained from the Interstate Commerce Commission an order granting reparation, the shipper is compelled by the failure of the carrier to pay the award, to go into court and sue he will be allowed attorney's fee, under section 8 of the Interstate Commerce Act. But this section does not allow attorney's fee on loss and damage claims, over which the Commission has no jurisdiction. Even the Commission can not award attorney's fee. This comes only as a penalty for violating an order of the Commission.

In a few states, as Texas, the statute allows attorney's fee on all loss and damage claims against carriers; and this law of Texas has been sustained by the United States Supreme Court and has been found very helpful by the grain shippers of that state.

## Testing Farmers' Samples?

*Grain Dealers Journal:* Can the Journal advise us what apparatus we can secure for determining the amount of oats, chess, or other foreign matter or material in wheat samples? The point we are trying to get at is this: The farmer brings a sample of wheat to us, say, two quarts, and we would like to have an apparatus to determine the amount of foreign matter there is in this wheat, for buying purposes.—Reeseville Elevator Co., Reeseville, Wis.

**Ans.:** To determine the dockage according to the federal grading rules a set of four or five sieves is needed, having special perforations; and scales that are accurate for small quantities. Scales are now made with a specially graduated beam that does away with calculations, and shows the dockage and weight per bushel and the dockage percentages. Instead of using the sieves alone, a great saving of time can be effected where much grading is done by the use of the small hand separating machine known as the "kicker."

All the equipment, however, is of little use unless the operator has studied the rules and has witnessed a demonstration by a practical inspector; so that many shippers are sending their samples to the Grain Sampling Department of the Chicago Board of Trade for a report on the

dockage, that is reliable. This work is done for anyone on request at 25 cents per sample, which should weigh not less than 400 grams.

## Loading Spout Too Low?

*Grain Dealers Journal:* A friend is having trouble loading cars from the direct spout. The way he puts it is this: "The spout enters the car so low, with the result of a lot of shoveling to load to capacity." I suggested that he had too much spout in the car, to take some off, or that the direct spout stuck out too far and to cut this off a foot or so, but he says it does not help.

Is there a vacuum loading device that could be used or something of that kind, or would raising the direct spout at the opening of the bottom of elevator help? —B. F. Stone, Mitchell, S. D.

**Ans.:** The controlling factor in the efficiency of the loading spout is the height of the shipping bin above the railroad track. The fall is so great in some elevators that the grain can be thrown clear to the ends of the car; but if the spout enters the car too low the discharge will be interfered with. In this case the remedy for the bad design is to remodel the arrangement to approach the correct design as nearly as practicable with the least expense. Assuming that the spout as at present in use has the correct curvature at and near the end to direct the grain horizontally, the change should be made by shortening that part of the spout outside or inside the house that is most nearly vertical, to the extent that the part entering the car will clear the roof.

If the fall of grain is not enough to give sufficient momentum for the required horizontal movement it may be necessary to purchase a power car loader, the names of the manufacturers of which are given in the advertising columns of the Journal.

## Who Should Pay Refund?

*Grain Dealers Journal:* We have a claim against one of the railroads here for a refund. We had a car of grain sent to one elevator here. We paid the elevation charge and ordered the car over to another road for shipment. This connecting line, or the road which received the car for shipment, held the car on its own responsibility, saying that the job of cooperage was imperfect, and would not allow it to run until we went after them in such a manner that they finally released it.

We were caused a loss in interest which the outgoing road agrees to pay as it admits that it held the car, but it refuses to pay the elevator bill for cooperage. Neither will the elevator company refund the charge. If the cooperage was not done right and the outgoing or connecting line held the car on the grounds that the cooperage was not done right, who should refund to us?—W. S. Nicholson Grain Co., Kansas City, Mo.

**Ans.:** After a car loaded with grain is in the possession of the railroad company and covered by billing the entire responsibility for its care and transportation rests on the carrier, and if cooperage becomes necessary thereafter the railroad company must do it and bear the expense.

If the cooperage was not done right, whatever elevator or carpenter was ordered by the connecting line to do the additional work had a right to look to the connecting line for pay. Just how this expense is to be collected from the elevator company which did the poor work is a matter between the railroad and the elevator company delivering cars defectively coopered to that railroad.

In this case, if the shipper has been wrongfully billed on account of poor work, the elevator company is morally bound to refund. If car was not actually re-coopered there is no basis for a charge and neither the shipper nor the elevator company should pay, and the connecting line should reimburse the shipper.

## "For Export" on B/L Not Necessary.

*Grain Dealers Journal:* We note the Woodbury-Elliott Grain Company's question in the Journal of Feb. 10 relative to a claim for an overcharge in freight on account of the words "For Export" not showing on the B/L.

We beg to differ in regard to this matter. We have had this same question up with H. D. Irwin's office and have been advised that in our case when our grain was shipped to either Girard Point or Port Richmond, Philadelphia, that in itself was evidence enough that the grain was intended for export; furthermore, that the permit numbers furnished by the government were evidence that the grain was for export and as both the destination and the permit numbers appear on the B/L, the evidence was conclusive that the grain was for export. In a number of cases we have collected our overcharges. This, of course, applies only to Philadelphia, which is as far as our experience goes, but we presume that the same thing would hold true to New York or Boston.—Stiebel & Levy, Fort Wayne, Ind.

## How Can Receiver Obtain Relief?

*Grain Dealers Journal:* Having had to abandon our wheat business some time ago, we have been soliciting consignments of grain from the territory tributary to our market, viz. Michigan, Ohio, Indiana and Illinois. We are sorry to note that some of the shippers, when they owe us money, simply refuse to pay or else they make up some camouflage excuse to blame the terminal man for something at his end, so that they can force him to pay the loss indicated on the account sales.

We give absolutely honest and efficient service and give the shipper every single cent there is in it, aside from our commission, and our records are always open to his inspection.

Our commission on a car of corn would be around \$12. Many of the shippers, if the account sales indicates that they owe us \$50 after we pay the draft and take care of the shipment, seem to expect us to pay out of our \$12 commission the \$50 which they owe us. We do not bring these matters up before the Arbitration Com'ite, as the Ass'n is not a collection agency, so that our only recourse is through legal action and in that case we lose our \$12 and a lot more besides. Summing it all up we have handled the shipper's business at a considerable loss. When the transaction is finally closed we may get our money and we may not. Regardless of this fact the shipper does not send us any more grain, but turns to the 12 or 15 other receivers here to see how much he can gouge them.

We know that you must be quite familiar with this situation and write to ask if there is anything that can be done thru organized action to remedy this situation.

Another feature is that many of the shippers' weights are several hundred bushels short and in that case it is almost impossible to keep them properly margined at this end.

Would you suggest our confining our quotations to members? We are quoting some non-members and must say that some of the non-members, so far as our short experience goes, have been as good pay and even better pay than some of the members. We would like your views on this phase of the question.

# The GRAIN DEALERS JOURNAL.

We quote our trade daily thruout the year, assuming, of course, that there is some movement of grain all during the year up to the new crops. We are wondering if this was just the correct method or are we wasting our ammunition doing this, when possibly many of the shippers are cleaned up on shipments for the season. However, our thought regarding this was that it is better for us to keep before our shippers *daily* and then when the crop movement does start the shippers will soon reciprocate with business, thus taking care of the additional expense we were put to quoting them daily during the time there was practically no movement of grain.

What is the best way to get correct financial reports on our shippers? We want reports that would enable us to keep our list up to date in that respect. We have written lots of banks in the West to give us financial reports, but oftentimes find these reports not quite dependable. We thought perhaps you could give us some dope as to how we could arrange to get full financial reports on our shippers and also have the agency keep these reports coming in to us, from time to time, during the year.

If you can help us any way thru your experience of the all rail grain business we will very much appreciate it. We want to get in a position some way, if possible, so that we can at least earn our commission at this end without getting stuck from the other end, and thus having the shipper *take out of us more than our commission amounts to*.

We may be stretching this a little, as we are somewhat pessimistic just now but we certainly feel that our plan of action relative to this business is faulty and there is room for correction and we assure you that any suggestions you can make to us along the lines of improvement and safety will be very gratefully appreciated. Thanking you, we remain.

—Fair Methods.

**Ans.**: Membership in a grain dealers assn is not a dependable badge of honesty, altho most of the associations will quickly expel any receiver or shipper found indulging in dishonest practices. Overdrafts have long been a burdensome tax upon the grain receiving business and of course, makes for higher commissions, in order that the receiver may sacrifice the money so lost and still continue in business. The honest receiver, as well as the honest shipper, help to make good the losses caused by the sharp practices of a dishonest trickster. Honest dealers owe it to themselves and to the trade, to co-operate in the discouraging of dishonest practices and it would seem fair and right that the receivers of your market should not hesitate to advise one another when they have a shipment from the maker of an overdraft, who refuses to make good his indebtedness. Then the sufferer could attach his property and force him to come to the receiving market or make good his overdrafts. The only way this practice can be checked is through the organized co-operation of fairly disposed dealers, who are willing to make a determined fight to encourage honest methods.

The grain trade has long been in need of a well organized credit bureau. The Produce and the Lumber trades have been saved thousands of dollars, through their credit bureaus, and this without placing any unexpected or burdensome responsibility upon the individual members. Shippers of any commodity, who through reporting false weights or wrong classification or kind of freight, for the purpose of getting a lower rate of freight or deceiving the carrier, are amenable to a heavy fine and imprisonment. The practice of over billing has been followed so long by some shippers, that it would take a number of heavy fines to discourage their continuing to indulge in this practice.

No one would recommend that you confine your market quotations to association members, because there are many honest grain dealers who are not members of any organization. Yes, they are shortsighted,

but that does not change the condition. Many receiving firms quote daily only those who favor them with business or persistently request such quotations. Others are favored with quotations once or twice a week and during the season when the movement of grain is light even this service is materially reduced.

In regard to financial reports of shippers, will say that it is next to impossible to obtain dependable reports from any established source. However, your traveling man can collect the most reliable information from the shippers themselves and their bankers. It may interest you to know that some receivers will not handle consignments from shippers who do not own their elevator and have it free from mortgage. If you will watch the arbitration reports, the news reports of the grain trade journals, and instruct your travelers to report on the character, as well as the financial standing of your shippers it should assist you in selecting a more desirable list.

## Western Grain Dealers Ass'n to Meet at Sioux City.

The annual convention of the Western Grain Dealers Ass'n will be held at Sioux City, Ia., Tuesday and Wednesday, April 1 and 2. The general program has not yet been arranged, but the entertainment features will be provided jointly by the Sioux City Commercial Club and the Board of Trade.

The program will consist largely of a discussion of the practical problems attending the country elevator business along educational lines. It will begin at 2 o'clock on Tuesday and will continue thru until Wednesday noon or longer, if necessary, to straighten out all the dealers' knotty problems. It will be published in detail later. Two features will be a banquet Tuesday evening and a Board of Trade entertainment Wednesday evening.

There will be an exhibit of up to date country grain elevator machinery supplies and accessories which will facilitate the handling of grain.

THE SIXTH National Foreign Trade Convention will be held at the Congress Hotel, Chicago, April 24, 25 and 26 next. The session will be called to order at 10 a. m. by James A. Farrell, chairman of the National Foreign Trade Council.

A SWEEPING REMOVAL of restrictions on the export of foodstuffs including barley, corn and rye, flour and meal made from these grains, oats and oats products, brewers' grains, bran and middlings, beans, dried and split peas, sugar and hydrogenated cottonseed oil, has been announced by the War Trade Board. Licenses to export these products will be granted to all destinations including Great Britain, France, Italy and Belgium. Wheat and wheat flour remain on the restricted list.

## Our Callers

M. B. Hull, Morris, Ill.

J. Plepenbrink, Crete, Ill.

O. L. Colton, Cortland, Ill.

J. A. McCreery, Peoria, Ill.

P. L. Williams, Colmar, Ill.

Rollin E. Smith, Bureau of Markets, Washington, D. C.

C. B. Sinox, Grain Dealers National Fire Ins. Co., Indianapolis, Ind.

C. A. McCotter, sec'y Grain Dealers National Fire Ins. Co., Indianapolis, Ind.

Ed Holloran, Minneapolis, Minn., Inspector grain dealers and millers mutual fire insurance companies.

## Arbitration Sustained by Court.

An award of \$415 by the Arbitration Com'ite of the Texas Grain Dealers Ass'n from Arthur Kelsey, Lorenzo, Tex., to the Early Grain & Elevator Co., Amarillo, Tex., has recently been affirmed by the Court of Civil Appeals of Texas.

Over the phone Early bot of Kelsey two cars of maize, and mailed Kelsey confirmation. On failure to deliver both parties made statements to the Arbitration Com'ite, which found:

In view of the fact that the defendant did not return the plaintiff's confirmation and did not reply to the many letters demanding shipment, together with the affidavits of three different witnesses to the fact that the contract was actually entered into, and later the acknowledgment by phone by the defendant that such contract did exist, we are of the opinion that the plaintiff acted well within their rights in buying for the account of the defendant two cars of 10,000 pounds of maize, and that the loss is justly chargeable to the defendant and therefore we find for the plaintiff, Early Grain & Elevator Co., in the sum of \$415.00, and hereby order that the defendant, Arthur Kelsey, promptly pay to the plaintiff at Amarillo, Tex., the amount of this award, and the secretary is instructed to return the plaintiff their deposit fee in this case.

To enforce the award of the com'ite Early went into the Potter County Court and got judgment, which is sustained by the Court of Civil Appeals.

In evidence there was offered Kelsey's application for membership in which he promised "a strict compliance with all conditions and requirements of the constitution and by-laws of the Ass'n and all amendments thereto, and all rules and regulations and all orders or awards issued by the executive or arbitration committees."

Also Rule 5 of the trade rules of the Ass'n, providing "Where only one party to a trade confirms, this confirmation shall be binding upon both parties unless objected to at the receipt of the same."

The court said: In view of the provisions of rule 5, and of the statement in appellee's letter of confirmation that the letter itself would be a part of the contract, and that a failure to notify appellee of any objections would make the contract as outlined in the letter of confirmation binding, and in view of the further fact that the arbitration com'ite, in the award, recognized the binding effect of trade rule 5, we think the judgment should be affirmed if it can be held that the question of the place of payment was one which could properly be considered by the arbitration com'ite, and if the com'ite was authorized to bind the appellant.

That a member of such an ass'n may, by prior agreement, authorize the ass'n to act for him and bind him by subsequent by-laws, awards, and the like, is settled by the weight of authority.

We think the court correctly held that the application for membership should be construed in connection with the letter of confirmation and the award of the arbitration com'ite, and that they together constitute a contract in writing to perform the obligation so evidenced, in Potter county, and was within subdivision 5, art. 1830, R. S. 1911.

The judgment is therefore affirmed.—206 S. W. Rep. 849.

THE MOVEMENT of 1,000,000 bus. of barley east from Minneapolis under order of the United States Grain Corporation is being carried out rapidly. Frank L. Carey, vice-pres. of the Corporation says that 400,000 bus. of rye will be ordered released soon.

## Telegraf Co. Liable for Error.

As nearly all grain dealers use the printed blank in filing messages the following decision by the Supreme Court of Minnesota, Jan. 10, 1919, in favor of the shipper, is of little value as the message on which damages were recovered was written on a receiving instead of a sending blank, and virtually was a blank piece of paper, with none of the fine print conditions enforceable.

The decision does, however, establish that the filing of a tariff by the telegraf company with the Interstate Commerce Commission does not make the fine print conditions binding on the public.

The Joplin Grain Co. operated an elevator at Joplin, Mont., and sold on the Duluth or Minneapolis market, from which it got the "C. N. D.'s." Having contracted with farmers for 6,500 bushels of wheat the Joplin Grain Co.'s agent, Martin H. Snippen, wired their selling agents at Duluth:

"Bought six thousand northern, five hundred winter."

This message was written on a receiving blank because the telegraf operator's supply of sending blanks had been exhausted. The message was filed at 7:25 a. m., Aug. 28, and was not received at Duluth until 4:55 p. m., because the wires between Joplin and Helena were down from 7 a. m. to 3:30 p. m. The operator claimed he told Snippen he could not get it thru, but Snippen denied this. From the opening on Aug. 28, at \$1.55, the price of wheat dropped to \$1.47 at the opening Aug. 29, and the Joplin Grain Co. brot suit for \$520 damages and was given judgment for the full amount. The Supreme Court held as follows:

If we correctly understand the argument of counsel for defendant, their two chief contentions are, first, that after May 12, 1916, any one sending an interstate message over the lines of defendant was chargeable with knowledge of the conditions and restrictions printed on the back of its blank form for sending messages, and was bound thereby, even tho the message, when accepted for transmission, was written on a blank sheet of paper, and that the case must be disposed of as tho the plaintiffs' message had been written on the regular form of sending blank, and, next, that to permit a recovery of an amount in excess of the charge for sending an unrepeatable message would give to plaintiffs an advantage over other persons sending similar messages written upon defendant's blank sending forms, and so result in a violation of the Interstate Commerce Act, requiring uniform rates to be charged for each of the several classes of messages.

On the other hand, in *Cultra v. Western Union Tel. Co.*, 44 Interst. Com. Com'n R. 670, the Interstate Commerce Commission interpreted the statute, and particularly section 6 thereof (U. S. Comp. St. 1916, § 8569), which deals with the form and manner of filing, publishing, and posting the schedules of rates and charges, and the rules and regulations of common carriers, as applying only to carriers engaged in the transportation of passengers or property.

The conclusion of the commission was that section 6 of the act does not apply to telephone and telegraf companies. It seems to us that the interpretation adopted by the administrative body having the enforcement of the act in charge should control until a different interpretation is announced by the Supreme Court of the United States. In deference to the interpretation placed upon the act by the commission, we hold that defendant was not required to file its form of sending blank or tariff book with the commission.

If it was not required to do so, is the fact that it voluntarily filed them of any consequence?

But, since the act does not require this to be done, we conclude that notice of the regulations established by defendant is not to be imputed to plaintiffs merely because it chose to deliver them to the commission for filing. The recording acts of most states require conveyances of real estate to be filed for record in some public office and provide that the record thereof shall be notice to the public. In an early

case involving the recording act of this state, it was held that the record of an instrument not authorized to be recorded either from the nature of its subject-matter or a defect in its execution is a nullity and is not notice for any purpose. *Farret v. Shaubhut*, 5 Minn. 323 (GIL. 258), 80 Am. Dec. 424. The same question was considered in *Burck v. Taylor*, 152 U. S. 634, 14 Sup. Ct. 696, 38 L. Ed. 578, and the conclusion reached that the filing of an instrument for record in a public office where the statutes of a state make no provision for the record of such an instrument carried with it no notice to those not parties to the instrument. We think this principle is applicable here and that Snippen is not to be deemed to have had notice of or to have sent the message subject to defendant's regulations from the mere fact that it had voluntarily filed them with the Interstate Commerce Commission.

We recognize the fact that the act of Congress of June 18, 1910, occupies the entire field and has taken complete control of the interstate business of telegraf companies in so far as state statutes or the common law may be in conflict therewith; but we have searched in vain for any federal decision holding that the liability of a telegraf company for damages for negligence in transmitting or delivering a message is restricted where the message is written on a blank sheet of paper.—170 N. W. Rep. 334.

THE REDUCTION of freight rates on materials for public improvements is being attempted by means of a joint resolution which has just been presented to the Ohio legislature for the purpose of getting action by Washington officials. It is claimed that high freight rates mean less construction work and hence greater unemployment.

## Death of David Milligan.

David Milligan, the veteran grain dealer of Jefferson, Ia., died Feb. 13, after a severe illness of 10 days, aged 78 years. For 47 years he had been engaged in the grain business at Jefferson, first as a member of the firm Augustus Yerger & Co., then Harrington, Moorhouse & Milligan, and finally D. Milligan Co. A native of Scotland, he came to America at the age of 14, residing in northern Illinois and at Lodi, Wis., where he farmed for several years. With his three sons, Fred, Elmer and Frank, who survive him, he has operated a line of elevators and lumber yards in central Iowa. Mrs. Milligan and two daughters, Cora McCarthy and Grace Brackett also survive him.



David Milligan, Jefferson, Ia., Deceased.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

Penn 24351, passed thru Blanchard, N. D., Feb. 12, leaking wheat badly at side. Several boards loose at grab. Train pulled right out.—W. E. Zimmermann, mgr. Equity Co-operative Exchange.

E ? ? ? ? 60867 and E ? ? ? ? 69824, both loaded with oats, I. C. 26574, loaded with barley; R. I. 32 ? ? ?, with shelled corn, smashed; S. F. 34601, with yellow shelled corn, and A. F. X. 12332, with shelled corn, were wrecked on the Illinois Central at Woodbine, Ia., Feb. 8, due to broken journal, and some were so smashed the car numbers were illegible. It is said the railroad company sold the grain at one-half price to two farmers.—O. B. S.

A. B. & A., No. 25,175, set off at Menoken, N. D., was leaking badly on the side. I had my man fix it, but the car was in such bad condition, do not know whether it held or not.—J. H. Garrison, mgr. Meoken Farmers Co-operative Ass'n.

T. & N. O. 31159 going thru Liscoomb, Ia., Jan. 16, leaking corn badly from under draw bar. Yellow corn in way freight going south.—B. F. Vorhes.

## Coming Conventions.

Feb. 25 and 26.—Ohio Farmers Co-operative Ass'n at Toledo.

March 4, 5 and 6.—North Dakota Farmers Grain Dealers Ass'n at Minot, N. D.

March 5 and 6.—Bulk Grain Convention at Spokane, Wash.

Apr. 1 and 2.—Western Grain Dealers Ass'n at Sioux City, Ia.

May 6, 7.—Illinois Grain Dealers Ass'n at Peoria, Ill.

May 20, 21, 1919.—Grain Dealers Ass'n of Oklahoma at Oklahoma City, Okla.

May 27, 28.—Kansas Grain Dealers Ass'n at Hutchinson, Kan.

June 25, 27.—Tri-State Country Grain Shippers Ass'n at Minneapolis, Minn.

July 8.—Pacific Northwest Grain Dealers' Ass'n, Portland, Ore.

July 15.—Michigan Hay & Grain Ass'n at Detroit, Mich.

July 16, 18.—National Hay Ass'n at Detroit, Mich.

Oct. 13, 14, 15.—Grain Dealers National Ass'n, at St. Louis, Mo.

*Nysius ericae*, the false chinch bug, an insect for many years recognized as a serious pest particularly in the semi-arid regions of the United States where it causes great damage to sugar beets and certain garden crops by settling on them in such numbers as to cause them to wilt in one or two days, which was made the subject of study by expert entomologists of the U. S. Department of Agriculture during 1913, 1914 and 1916, at Garden City, Kan., is shown to have a total life span of 40.35 days. Five generations matured at Garden City during 1913 after June 1. To this may be added an overwintering generation and a possible generation in the spring, making a total of seven.

## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Protest Order.

*Grain Dealers Journal:* We have advised the congressmen and the senators from this state of our sentiments in regard to the enforcement of order No. 57 issued by the director general of railroads. We believe that if every local grain dealer would render a protest thru his congressmen and senators this order would be modified, and should be.—O. A. Talbot Co., Laclede, Mo.

### Lights Elevator With Electricity From Own Plant.

*Grain Dealers Journal:* We operate our own electric light system. We bought a small generator and a set of storage batteries and belted the generator up to our line shaft and wired our elevator, office and drive-way. We never have to worry about lights, either day or night. We have 25 lights in all and the total cost of wiring, lights, fixtures, generator and batteries was about \$400. The expense of running is nothing, as it would only take about  $\frac{1}{2}$  horsepower engine to run generator if we were using a separate engine for that purpose, as it is, whenever our engine runs to elevate grain we are storing up electricity. We keep our elevator lighted on the outside all night. We are using a generator manufactured by the Empire Separator Co., but there are many other makes that are about the same and it is a very simple arrangement that every country elevator ought to have.—Yours truly, Hecla Co-operative Elevator Co., Chas. W. Estee, Mgr., Hecla, S. D.

### The Federal Trade Commission's Investigation of the Exchanges.

*Grain Dealers Journal:* The attention of the Commission has been called to an editorial appearing in the Grain Dealers Journal of Jan. 25, 1919, p. 182, in which it is stated:

First: That as "the investigation has been going on for nearly a year without any publication of the facts discovered, evidently the search is proving a disappointment to the Bolsheviks employed to conduct this inquiry" and

Second: "That though the investigators find nothing discreditable they will not have the honesty and fairness to give the exchange a clean bill of health."

The Commission desires to make the following reply to these statements and requests that as a matter of fairness you publish this letter:

First: There has been no publication of any portion of the Grain Exchange Report solely for the reason that so much material, both statistical and otherwise, has been obtained, that an enormous amount of work is required to put it in shape for publication.

Second: There is no purpose involved in the Grain Exchange Investigation ex-

cept to obtain all the facts with reference to the marketing of grain and to report them with strict impartiality. By direction of the Commission.—Yours very truly, William B. Colver, Chairman, Federal Trade Commission, Washington, D. C.

license would be taken away from them. He has tried to blame the food administrator with something he alone should answer for either to us direct or through an arbitration com'ite, or thru the courts.—The Brokers.

### Back to the Farm.

*Grain Dealers Journal:* In former times in the establishment of freight rates, losses incurred in weight thru defective equipment, transfer of cars in transit, imperfect seal record etc., were contemplated and figured accordingly. Previous to Government Administration, Claim Departments recognized railroad responsibilities and adjusted with reasonable promptness claims filed account of losses incurred through any of the causes named. Loss in weight despite good record cars was a known quantity generally and absorbed in business transactions.

Is General Order No. 57 an open confession of inability on the part of the Railroads under the present Administration to perform proper service in the transporting of grain shipments? Are the attendant risks so greatly increased that even with very much higher freight rates those risks must be assumed by some one other than the carriers, altho they are in complete control of property from its acceptance until delivery is accomplished?

Under the eight rules of General Order No. 57, with the "ifs," "ands" and "buts," and the autocratic attitude assumed by Railroad Claim Agents under the guise of Administration rulings, more sleep will be lost in figuring out what will not be returned rather than reimbursement that can be expected from the Railroads account of losses sustained through faulty carriage and consequent non-delivery of all grain entrusted to their care.

On destination weights, under this order, of course the loss falls on the shipper or the man behind him. His recourse thru claim against the Railroad is a negligible one. Many millions of bushels of all grains are brought by the receiver at terminal markets on basis of official weights, this grain coming from the large grain centers. With claims paid on bad order records, the difference account of loss on non-leaking cars, etc., was easily computed, and in our experience was a small factor. Now without a guide as to prospective loss in weight, whether invisible or otherwise, adequate provision will be made in price paid to protect the buyer from a contingency that is the railroad end of the proposition. The Western seller will receive remuneration accordingly.

It cannot be entertained that the loss in weight that rightfully belongs to the carrier will be assumed by the country shipper, so the question resolves itself into one factor, and that is these losses will make themselves felt in the price paid the farmer. So Mr. Grain Raiser, in the railroads "passing the buck" in the way of evading their own responsibilities, it means the cost must come out of your pocket.

It is therefore up to every man, woman and child, whether producer, country dealer, elevator man, central or terminal market distributor, to work to the end (if he wants "fair play" and proper return for his hire) to see the Railroad Administration accept the responsibilities for any and all loss incurred in the course of transportation. Rates in effect justify and provide for such contingencies.

cies, and the relief that every one of us needs can only be accomplished thru the rescinding of that obnoxious Order No. 57 from the very beginning to the end, and its withdrawal at once.—Baltimore Grain Co., Baltimore, Md.

### Fight Illegal Order No. 57.

*Grain Dealers Journal:* There is no question about the illegality of order No. 57 of the Railroad Administration. It will cause a great deal of trouble and expense, and I am advising our members that whenever a claim is rejected on account of order 57, that they immediately file suit in the court, adding attorney's fees, as our law provides for the collection of attorney's fees where you can get judgment for the claim. There is no use in fooling with the railroads as Congress did not give them any authority whatever to deny thru the Director General, their legal rights. The Supreme Court of New York has recently held that President Wilson, or his agents, have no authority to interfere with suits in the state courts against railroad companies, and no doubt this will be held by all of the courts. The only thing to do is to bring suit immediately, and let them know that they have won nothing, except trouble and expense, and that this is a fight to the finish. Each one should do his part.

If every grain dealer will write to his senators and congressmen, telling them of the impositions and the attempt to abridge our legal rights and the part the railroad companies are playing in trying to deny grain shippers their legal rights they soon will accomplish the withdrawal and cancellation of the order. If we wait for the other fellow to do it we will get left.—H B Dorsey, sec'y Texas Grain Dealers Ass'n, Ft. Worth, Texas.

### Blaming Air Blast Loaders for Shortages.

*Grain Dealers Journal:* We understand that some of the Railroad Companies are attributing the loss of grain in transit to cars being loaded by means of an Air Blast Car Loader, and seemingly, they would like to see these loaders "junked." They claim that the loader blows out more or less grain and dirt, which causes loss in weight.

We are somewhat surprised to think that they would resort to such an argument as this, trying to show that this is the cause for loss in weight. We use both the Gravity Loader, or Spout, and the Air Blast Loader, and in loading cars, we do not believe there is ten pounds difference in weight of a car-load of grain between the two loaders. It would certainly work a hardship on us if we had to do away with the Air Blast Loader, and then be compelled to load cars to full visible capacity with the Gravity Spout, which is difficult to do.

It begins to look like some of the Transportation Companies would resort to almost anything to keep from paying legitimate claims for loss or damage. We have had a claim turned down recently where car arrived at destination showing it was leaking at end, bottom, and side, and we furnished affidavits from the weigh-master at destination to this effect, yet the railroad claims there were no accounts of this kind noted by the Railroad Car Inspector. We presume that if they find that the car was loaded with an Air Blast Loader, they will claim that this was the cause for the loss.

There ought to be some adjustments made whereby our legitimate claims may be honored, and not condemn a loader that has proven a success.—Very truly, H. B. Campbell, Welch, Okla.

### Favors Standard Elevator and Standard Equipment.

*Grain Dealers Journal:* I have read with much interest the able article by Mr. Fitzgerald on page 232 of the Feb. 10th Journal on the need of standards for elevator construction.

The need has been apparent for years to those who have given the construction of elevators any thought. As a contractor, permit me to diagnose the trouble from my standpoint.

First: We all advertise.

Second: When a company or an individual wants a new elevator they write from one to six advertisers and they all get on the spot with various tactics to get the job if they can.

Besides the regular contractor, we find one or more jack-knife carpenters or in the case of concrete, we find a silo builder.

Now, what are we going to do? We all know the job will go to the lowest bidder, otherwise not more than two reliable contractors will be asked to bid. Are we going to figure on Hall equipment, automatic back stops for legs, automatic cut-offs for boots to prevent chokes, and many other meritorious things that go with better elevators? No!

The game is to give the grain man as little as you can, omit this, that or the other thing that the owner will not notice, skin the cement mixture, skin the lumber grade, etc. Now, who is to blame, the owner, the contractor, or the insurance company?

For one, I heartily agree with Mr. Fitzgerald; the contractors and insurance companies should get together, formulate standards, and the insurance companies should compel the owners to use this standard equipment in all new houses and in old houses, whenever old equipment is to be replaced.

One item that should have serious consideration in wood elevators with iron siding is the matter of an iron cornice. Without the iron cornice, in my opinion, an iron-clad elevator should not have any reduction in premium. The open cornice is a non-conductor in case of lightning and it is a spark catcher.

In referring to the fire hazard in elevator legs, permit me to suggest the use of steel legs. In my opinion, steel legs will eliminate 90 per cent of the fires caused from that hazard.

The automatic back-stop mentioned above, may not interest the insurance companies, but it is a grand time, labor and money saver to the elevator man, in case of a choke because it prevents the elevator belt and buckets from backing down with its load of grain to increase the amount of grain that has to be dug out of the boot in such cases.

The automatic cut-off for boot shown on Page 232 appears to be an admirable appliance, but we doubt its general adoption as the elevator owner, or the man that pays is not the man that operates or the one who will appreciate its qualities.

On Page 251, we notice the self-dumping truck; this is exactly what the farmer who hauls with an auto truck should have and what I have advocated from time to time to take the place of the old drop-dump for auto trucks, where auto trucks are used. Until such time

as this style of hoist is generally adopted let the country elevator owners install either hand or power over-head dump hoists as are manufactured by elevator machinery companies. The cost is small as compared to the convenience.

I will be glad to co-operate with you and the insurance companies at all times.—Yours very truly, A T McAllister, of Ballinger & McAllister, Bloomington, Illinois.

### A Remedy for Prevalent-isms.

*Grain Dealers Journal:* In recent talks with business men, and in trade conventions, I have heard much about the danger to business and to the nation that exists in present tendencies toward radical socialism, I.W.W.-ism, Bolshevism, the idea behind the Non-Partisan League, and similar movements under whatever name they may choose to propagate their malevolent designs.

Every fair minded, thinking man who is at all familiar with the facts recognizes these several agencies for just what they are, all children of the same parent, and all direct descendants from one or several of the so-called Marxian theories. The Non-Partisan League, which at the moment is the greatest enemy of established business, begins its work by advocating the co-operation of producer and consumer to eliminate the middleman; a result which it purposed to achieve by the nationalization of state ownership of the various industries and branches of business. First in line comes state ownership of railroads and communication lines of all kinds, this to be followed by or achieved coincident with the state ownership of grain elevators, flour mills, creameries, lumber yards, etc. Retail and wholesale stores of all kinds would come next, then banks and insurance companies, packing houses, food canning plants, and industrial and manufacturing plants generally. Will it stop there? Certainly not, and here is one thing that the farmer is not permitted to think about as he is induced to use his efforts to further the means of the disciples of Marx; the ultimate end of the movement would be the nationalization of land along with all other lines of business, for that is exactly the thing which Karl Marx, the father of this entire mess, advocated and taught.

Thinking men see well enuf where this thing will lead to, namely, an industrial, financial and economic crisis; perhaps even violence and bloodshed; and the final collapse of the state ownership movement and a return to methods of individual effort, initiative and accomplishment. But in the meantime, while the forces of evolution are at work, every business will meet with annihilation.

The majority of American people are not wrong at heart. They do not think wrong thoughts and follow after palpable fallacies except as they are led in those directions because of misinformation. The average American desires to be informed upon many subjects. When he has an opportunity to read about a thing he reads that which is placed before him. He follows this up by discussing the subject with his fellows and by passing on the advice and thought that he has imbibed. Any spellbinder can get an audience in any American town to listen while he spouts any old theory that he may happen to be desirous of expounding. Any newspaper or magazine writer or author of books can get the same audience. If the theory be

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plausible and its exposition specious it "gets across." And a new convert is made to some kind of an -ism.

But, if the reader or the hearer already has knowledge that refutes the arguments made by the writer or speaker; or if in an adjoining column or on a following page, in the same or another number of a publication in which he has confidence, in the same hall or from the same pulpit, he receives another message, proving by its weight of facts and figures that the first is untrue in whole or in part the individual begins to think upon both sides of the question and the truth has a chance to win a place in his mind.

If the first article or speaker be making a plea for the Non-Partisan League or any other Bolshevik theory, while the second be advancing sound facts to show the truth about the thought that is being disparaged, a major percentage of Americans will see the true status of affairs and will refuse to become partners to the undoing of themselves, their children and their nation.

The trouble lies in the fact that so little of the truth is going to the people. Only the packing industry is making an earnest effort to acquaint the average man with the real situation surrounding the handling of meat. The grain trade and the milling industry are being attacked from as many angles as the packing industry. The attacks are just as untrue, but they have almost the same weight of official backing. The people generally have learned in the past two or three years something of the real value and worth of the grain and allied trades. They are disposed to treat the trades fairly, at least to give them an opportunity to make permanent the good feeling that exists. But the Bolsheviks will do in other states just as they have done in North Dakota and Montana unless the truth is put squarely before the people and kept there until all danger is past. The same thing applies to banks, insurance companies, and to every line of business.

What will business do? Lie down and wait for the storm to break and to pass? It will break, and it will pass—but a vast number of business men will be paupers when it is gone. Or will business begin now, and carry on continuously, a campaign of real education to justify its right to live?

There are plenty of facts. The figures are available. The means to place these facts and figures before every man and woman are at hand; but unless those means are used the end that I have pictured above is both a possibility and a probability.

It will cost some money to do this but it will save business from ruin. And it will save the nation from the fate Bolshevism is bringing to every other nation that has embraced its principles.—C. A. Lovell.

GERMANY still has three and a half month's food supply in warehouses. This is the result of an official survey. They may be short a little bacon, so are many others at these prices. Poor Germany, were they unprepared for war? They were foxy. They put up the white flag and prevented their country from the ravages of war. They left Belgium and France in such a deplorable state they will be unable to reconstruct for two years. In the meantime Germany will be doing business.—C. A. King & Co.

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### ILLINOIS.

Plainview, Ill., Jan. 27.—Prospects are good for wheat here. Had good wheat and oats last year, but no corn.—E. L. Craw.

Palestine, Ill., Feb. 11.—Crops are in excellent condition. Farmers will plant the largest acreage of corn in many years.—Miesenholder Bros.

### INDIANA.

Wakarusa, Ind., Feb. 14.—The wheat around here is about all hauled in to market. The farmers are holding their oats for higher prices, but we have a big crop here to handle, and only about  $\frac{1}{2}$  of it has been handled so far. Our corn is a failure, and what corn we have here is used for local feeding.—Wakarusa Milling Co., H. W. Layer.

Teegarden, Ind., Feb. 15.—Wheat is looking good in this section considering the open winter, and where commercial fertilizer has been used the wheat seems to be in good condition, but where none was used a good many fields seem dead. Acreage of oats will be small owing to large acreage of winter wheat sown last fall.—Miller & Roelke.

### KANSAS.

Hardtner, Kan.—A large acreage of growing wheat in favorable condition.—W. R. Binkley, mgr. of the A. C. Milling Co.

Almena, Kan.—Winter wheat prospects were never better than at present.—M. S. Mellor.

St. Francis, Kan., Feb. 20.—We never had better prospects for a bumper wheat crop next year.—C. R. Henry, mgr. St. Francis Equity Elvtr. Co.

Caney, Kan., Feb. 22.—The prospects of a good grain crop was never better in this particular locality than at present.—Keith Pearsall, mgr. A. D. Young Elvtr. Co.

Wilson, Kan., Feb. 19.—The prospects for a crop of winter wheat are the best we have had for several years, and the farmers are getting ready to put in their spring crop.—Farmers Elvtr. Co., Vinc. B. Kvasnicka, mgr.

Bentley, Kan., Feb. 20.—A little too much rain and snow here, but wheat is looking well, and we have a large acreage.—J. A. Armour.

Clyde, Kan., Feb. 15.—Crops are in good condition, except for chance to freeze out, if blizzard continues. Light fall of snow, drifting badly.—The Clyde Mercantile & Elvtr. Co.

Trousdale, Kan., Feb. 7.—The wheat crop is progressing nicely, and promises to be a bumper crop. There usually is considerable corn to sell in this locality, but this year the crop was mostly wheat, in fact the corn was so poor, if any at all was raised, that a good many farmers are buying feed.—The Trousdale Co-operative Exchange, L. A. Coons, mgr.

### MICHIGAN.

Three Rivers, Mich., Feb. 14.—I do not think that the young wheat and rye crop has been injured yet by the open winter. There is a larger acreage than usual in this vicinity.—C. L. Seekell.

### MISSOURI.

Laclede, Mo., Feb. 22.—Wheat prospects are fully 100%. Our agents report that farmers are going to put in an unusually large acreage of corn.—O. A. Talbott.

Lamar, Mo., Feb. 15.—Last year's corn crop light. No surplus for shipment. Good yield of oats, but being fed to stock instead of corn. No damage done growing wheat as yet. If weather opens up farmers will sow oats during the next few weeks.—Thomas Egger.

### NEBRASKA.

Bruning, Neb.—All crops were practically a failure here last year.—M. A. Osborn.

Tamora, Neb., Feb. 8.—Wheat prospects good up to date; 1918 crop short.—Farmers Grain & Coal Co., J. Q. Herrold, mgr.

David City, Neb.—Our last year's crop was short here.—Farmers Co-operative Grain Co., P. Vanderherden, mgr.

Syracuse, Neb., Feb. 21.—Wheat is looking fine, but there is a little complaint of heaving. Personally I think no damage has been done.—Farmers Elvtr. Co.

Surprise, Neb., Feb. 21.—The large acreage of wheat sown here looks fine; there is plenty of moisture, and there has been but little cold weather.—E. M. Brown, mgr. Farmer's Co-operative Grain Co.

Clarks, Neb., Feb. 18.—The winter wheat in this territory is looking fine, with a good deal of moisture in the ground. Very little of last year's wheat left in farmers' hands. Will have some corn to ship out.—Farmers Union Co., W. F. Sheppard, agt.

Tarnov, Neb., Feb. 20.—We have fine prospects for a big yield of wheat this year, as it got a wonderful growth last fall, and the weather has been so mild all winter that it has not suffered at all. A few days ago we had a good rain, followed by a big snow, which will put the wheat to its biggest yield.—A. F. Paporki, mgr. T. E. Hord Grain Co.

### NORTH DAKOTA.

Kaiser (Elgin p. o.), N. D., Feb. 20.—We had a light crop here, and a large strip of this territory was haled out, thus cutting down our receipts considerably. This station will market about 100,000 bushels of grain this season.—G. D. Riesland.

### OKLAHOMA.

Newkirk, Okla., Feb. 16.—Winter wheat looks good; almost all the land is in wheat.—D. H. Gerhardt, agt. Guthrie Mill & Elevator Co.

### TEXAS.

Canadian, Tex., Feb. 1.—We look for a bumper crop in wheat, the soil never was in better condition than at present.—A. Liske & Co.

**THE NINTH AMERICAN GOOD ROADS CONGRESS** will be held under the auspices of the American Road Builders Ass'n at the Hotel McAlpin, New York City, Feb. 25-28. Members of road organizations, duly appointed delegates and all others interested in highway improvement are especially urged to be in attendance.

### Daily Closing Prices.

The daily closing prices of oats and corn for May delivery at the following markets for the past two weeks have been as follows:

	MAY OATS.											
	Feb.											
Chicago .....	10.	11.	13.	14.	15.	17.	18.	19.	20.	21.	24.	24.
Minneapolis .....	56 $\frac{1}{2}$	57 $\frac{1}{4}$	60%	58 $\frac{1}{2}$	60 $\frac{1}{4}$	59	59	58 $\frac{1}{2}$	60 $\frac{1}{4}$	59 $\frac{1}{2}$	59%	59%
St. Louis .....	54 $\frac{1}{2}$	55%	58%	57 $\frac{1}{2}$	58%	57 $\frac{1}{4}$	57 $\frac{1}{2}$	57 $\frac{1}{4}$	57 $\frac{1}{2}$	58	58 $\frac{1}{4}$	58 $\frac{1}{4}$
Kansas City .....	57 $\frac{1}{2}$	58 $\frac{1}{2}$	61	60	61 $\frac{1}{2}$	60 $\frac{1}{4}$	59 $\frac{1}{2}$	59 $\frac{1}{4}$	61	60 $\frac{1}{2}$	60 $\frac{1}{2}$	60 $\frac{1}{2}$
Milwaukee .....	56 $\frac{1}{2}$	57 $\frac{1}{2}$	60%	58 $\frac{1}{2}$	60 $\frac{1}{2}$	59 $\frac{1}{2}$	60	59 $\frac{1}{2}$	60 $\frac{1}{2}$	60 $\frac{1}{2}$	60 $\frac{1}{2}$	60 $\frac{1}{2}$
Winnipeg .....	65 $\frac{1}{2}$	66%	69%	67 $\frac{1}{2}$	68%	68%	67 $\frac{1}{2}$	67 $\frac{1}{2}$	68 $\frac{1}{2}$	69 $\frac{1}{2}$	68 $\frac{1}{2}$	69
	MAY CORN.											
Chicago .....	112 $\frac{1}{4}$	115 $\frac{1}{4}$	122 $\frac{1}{4}$	120 $\frac{1}{4}$	123 $\frac{1}{4}$	122 $\frac{1}{4}$	120 $\frac{1}{4}$	124 $\frac{1}{4}$	124 $\frac{1}{4}$	123 $\frac{1}{2}$	124 $\frac{1}{4}$	124 $\frac{1}{4}$
St. Louis .....	118	119 $\frac{1}{2}$	127 $\frac{1}{4}$	125 $\frac{1}{2}$	127 $\frac{1}{4}$	125 $\frac{1}{2}$	124 $\frac{1}{2}$	128	127	128	127	128
Kansas City .....	117 $\frac{1}{2}$	120 $\frac{1}{2}$	128 $\frac{1}{2}$	125 $\frac{1}{2}$	128 $\frac{1}{2}$	127 $\frac{1}{2}$	125	124 $\frac{1}{2}$	127 $\frac{1}{2}$	126 $\frac{1}{2}$	127 $\frac{1}{2}$	127 $\frac{1}{2}$
Milwaukee .....	112 $\frac{1}{4}$	115 $\frac{1}{2}$	123	120 $\frac{1}{2}$	123	120 $\frac{1}{2}$	120 $\frac{1}{2}$	124 $\frac{1}{2}$	124 $\frac{1}{2}$	123 $\frac{1}{2}$	124 $\frac{1}{2}$	124 $\frac{1}{2}$

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

### ILLINOIS.

Catlin, Ill., Feb. 7.—The bulk of the grain is still in the farmers hands, roads are bad for its movement, and farmers are holding it for higher prices.—Fay R. Best, Danville.

### INDIANA.

McCordsville, Ind., Feb. 7.—No grain moving to market; farmers disinclined to sell at present prices.—McCordsville Grain Co.

### IOWA.

Primghar, Ia., Feb. 18.—Crops have been pretty well shipped out of here, a very

small per cent left in farmers hands.—Chas. Pavik.

Kiron, Ia., Feb. 17.—Sixty per cent of oats marketed; 5 cars of wheat shipped out, and 1 car of barley. Very little of this kind of grain left in this section.—W. A. Stricker.

Renwick, Ia., Feb. 15.—Farmers are holding their grain, and will continue to do so, unless prices advance. About 30% of corn held back, also 40% of oats still in farmer's hands.—Renwick Farmers Exchange Co., B. P. Greenfield, mgr.

### KANSAS.

La Crosse, Kan., Feb. 20.—Very little wheat is left in farmers hands.—J. L. Carter, agt. Red Star Mfg. Co.

Bentley, Kan., Feb. 20.—Fifty per cent of corn still in farmers' cribs, too wet to haul to market. We have about 10,000 to ship out this season.—J. A. Armour.

Hardtner, Kan., Feb. 15.—There is still some wheat in the farmers hands; generally in large lots, and in strong hands. This will move slowly in bunches.—W. R. Binkley, mgr. of the A. C. Milling Co.

### MINNESOTA.

Marshall, Minn., Feb. 19.—Quite a little oats and corn still in farmers hands, being held for bigger prices.—Paul Christenson, agt. Atlas Elvtr. Co.

Princeton, Minn., Feb. 17.—Grain receipts have been liberal all winter, and cars available most of the time.—P. J. Wilkeen, agt. St. Anthony & Dakota Elvtr. Co.

Warren, Minn., Feb. 5.—The farmers are moving their grain rather slowly at present, owing to reduction in price of coarse grains; however most of the wheat has been marketed.—J. R. Hayes.

### NEBRASKA.

Buda, Neb., Feb. 19.—Very little grain being moved here now.—Farmers Grain Co., C. A. Fleming, mgr.

Syracuse, Neb., Feb. 21.—Farmers are holding corn because they do not like the price.—Farmers Elvtr. Co.

Howe, Neb., Feb. 15.—Local feeders are taking most of the corn offered for sale here.—U. C. McTaggart, mgr. Farmers Union.

Auburn, Neb., Feb. 17.—Corn trade slow due to market conditions. Wheat number 1, acreage 100% of normal.—R. K. Cline, mgr. Farmers Union Co-operative Ass'n.

Tamora, Neb., Feb. 8.—Business slack, owing to short crop in 1918. Very little old corn left in farmers hands in this locality.—Farmers Grain & Coal Co., J. Q. Herold, mgr.

Filley, Neb.—We are shipping in corn and oats for feed. Wheat about all sold. We are snowed in, roads impassable.—Farmers & Merchants Elvtr. Co., R. O. Andrew, mgr.

### NORTH DAKOTA.

Harlow, N. D., Feb. 7.—Elytrs. here are filled, and do not know when any grain can be shipped out. The grain is pretty well hauled in, both roads and weather having been so good this winter.—Osborne-McMillan Elvtr. Co., Ing. Iverson, agt.

### WASHINGTON.

Tacoma, Wash.—Four hundred tons of barley has just been received at Tacoma from California on account of the crop failure in Washington last year. Other shipments coming from the East.

### WISCONSIN.

Menominee, Wis., Feb. 14.—Grain movement is light here.—Menominee Milling Co.

THE ASSUMPTION that the food stocks are threatened with depletion thru Europe's necessities, is costing the American consumer \$50,000,000 a day in unnecessarily high prices. The claim that the country will have to ship 20,000,000 tons of food stuffs to Europe within the next twelve months might be interesting if it were supported by any reliable data. The disorder in Europe has precluded the acquiring of statistical information of any kind, and the numerous reports of the food situation, sent forth from quasi official sources, are so conflicting in character, that the only reasonable conclusion that can be reached, is that while some places have abundance, others are on the brink of starvation, but that the trouble lies rather in inefficient facilities of distribution than in an acute and general shortage. The 20,000,000 ton claim is therefore only an assumption, and assumptions in the grain business are often dangerous.—Ichtertz & Watson.

### Survey of Grain Inspection Facilities.

A com'ite composed of representatives of the Grain Dealers National Ass'n, Council of Grain Exchanges, Millers National Federation, National Council of Farmers Co-operative Ass'n, and the Buro of Markets, will visit the principal grain markets to assist the Buro of Markets to obtain greater uniformity in the application of the official standards.

It is believed several weeks will be required to visit the 26 principal markets east of the Rockies. The office of federal grain supervision will probably be represented on the com'ite by R. T. Miles, recently supervisor at Kansas City, Mo., but who will move his headquarters to Chicago.

### Exports of Grain Weekly.

	Wheat	Corn	Oats	
	1916-7.	1915-6.	1916-7.	1915-6.
Tot. July 1-June 29.	118,054,000	283,401,000	33,226,000	54,074,000
1918-9.	1917-8.	1918-9.	1917-8.	1917-8.
Sept. 28.	5,088,000	2,340,000	289,000	172,000
Oct. 5.	5,532,000	2,379,000	153,000	542,000
Oct. 12.	4,078,000	4,293,000	52,000	247,000
Oct. 19.	4,200,000	2,429,000	38,000	87,000
Oct. 26.	4,143,000	2,533,000	31,000	27,000
Nov. 2.	2,513,000	1,572,000	30,000	270,000
Nov. 9.		No report.		No report.
Nov. 16.	4,005,000	3,359,000	140,000	59,000
Nov. 23.	7,560,000	2,800,000	114,000	164,000
Nov. 30.	10,900,000	4,294,000	159,000	137,000
Dec. 7.	7,440,000	3,521,000	220,000	31,000
Dec. 14.	7,973,000	4,546,000	11,000	229,000
Dec. 21.	4,785,000	3,162,000	208,000	321,000
Dec. 28.	1919-20.	1919-20.	1919-20.	1919-20.
Jan. 4.	3,600,000	2,191,000	61,000	177,000
Jan. 11.	4,404,000	1,805,000	104,000	1,000
Jan. 18.	5,013,000	2,109,000	119,000	175,000
Jan. 25.	3,661,000	1,683,000	t 113,000	37,000
Feb. 1.	1,884,000	1,568,000	28,000	10,000
Feb. 8.	2,947,000	1,037,000	418,000	514,000
Feb. 15.	5,684,000	950,000	120,000	353,000
Feb. 22.	3,209,000	675,000	37,000	108,000
Totals . . . . .	121,890,000	96,768,000	7,495,000	11,712,000
			77,346,000	84,627,000

# Letting Go of Wheat Control

Before the Com'te on Agriculture of the House of Representatives L. F. Gates, pres., testified as follows on behalf of the Chicago Board of Trade:

The trouble we are faced with now is due to the fact that we adopted an economic fallacy at the beginning of this trouble. None of the economists who were called in to fix the price of wheat believed in it when they went in; they did not believe in it when they came out, they do not believe in it now. It is wrong in principle. The Government has broken a law. If they had been able to repeal the law they would undoubtedly have done it—the law of supply and demand; but they could not repeal it because they did not make it. The thing that they did was to interfere with its operation.

The United States Government has shown in its cornering of the market, because that is what it has been doing, one of the effects of cornering the market contrary to the law of supply and demand. You can not do it, whether you are an individual or a Government, without suffering the penalty.

The question is are we going to accept that penalty cheerfully or are we going to try, by the putting on of technicalities, interjecting other things of that kind, to postpone this punishment? We are going to have to settle with that law of supply and demand at the finish, because we did not make it, and it has not yet been repealed.

#### There Are Two Ways

now out of this difficulty in general. One is that the control shall be dragged along by some agency which shall try to minimize the loss to the Government. That would put it on a purely commercial basis and would disregard the economic and social factors involved. The other plan is to at once cheerfully go to prison and hope that by good conduct we shall get out early. It is a question whether we have the courage to do that.

The Chicago Board of Trade stands for just that returning to the law of supply and demand, getting back to the prewar conditions, and providing only such machinery as will take care of this guaranty. Now, that may be hard medicine to take; it may be we will not have the courage to do it, but that is what we ought to do, and that is what will cost us the least in the long run and bring us the best results, because it is not a question as to how much it is going to cost, it is a question of how much we are going to get out of it; it is a question of what we are going to gain by one method or another.

One plan has been presented by the attorney for the Food Corporation. But in general that proposed bill is so vicious that if there were any knowledge on the part of the business men of this country of the character of the bill and any thought that it might be passed, you would find you had not built temporary buildings enough in this town to take care of the men who would come here and remain until it was disposed of. It is wrong; that sort of legislation is wrong in times of peace. It is bad enough to have violated this law; now let us not commit a further error in trying to foist this control on the people in times of peace.

#### Supply and Demand Takes Care of Crops.

It may be urged that because conditions are uncertain, we must have some agency with particular authority to do most anything. My answer to that is this: The old law of supply and demand has been able to take care of the crops for 50 years, through the organized markets of the country; conditions can not be known in advance, and that is why we have fluctuating prices in the world's markets, because the conditions change from day to day. The future markets take care of those changing conditions. You have a gradual readjustment rather than a sharp readjustment, such as made necessary in this case; the burden is transferred to the many instead of falling on the few, in the exchange method of handling grain.

It may also be urged that because tonnage is scarce, because it is controlled by the Governments, there should be a controlling agency of this Government to take care of it. But I am inclined to think we are not getting all the facts about this tonnage business, and I just

want to quote a little on that. The world's shipping situation is indicated in a statement by Sir Albert Stanley, president of the British Board of Trade in London, January 25, in which he is quoted as saying that more shipping is available than there are cargoes for the shipping. This accounts for the tremendous slump in ocean rates which have prevailed within the last 30 days and confirms the statement of Sir Albert Stanley, of the British Board of Trade.

We also find in George Broomhall's Corn Trade News of December 24, 1918, the following statement:

Fifty thousand tons of Dutch shipping lying idle in American ports, are to be dispatched to South America with cargoes for Brazil, Argentina, and Uruguay, and will eventually load grain for Holland.

I have this further note, under date of December 24, an extract from the Corn Trade News of London—and we have to get these from such papers as we can pick up from the other side—concerning the Australian shipping prospects:

Concerning Australian shipping prospects, we have a statement from Sir James MacLay that the Government has sent out a large fleet to load wheat and other food stuffs, and a Melbourne cable mentions the expected early arrival there of 29 steamers to load wheat. The present outlook for tonnage must be considered distinctly encouraging. The daily shipping reports tell us that numbers of vessels are arriving and departing; we hear of a glut of tonnage (these steamers are mostly small ones and not suitable for long voyages), at the coal ports of South Wales; we know that construction is going on rapidly whilst losses from submarine attacks have ceased; then we know, too, that Germany has returned the ships of the allies, which she seized in her ports at the beginning of the war, also that she has to place at the disposal of the allies the 2,500,000 tons of German shipping which has lain almost idle in her home ports since the beginning of the war. The first report about the German ships stated that they were to be placed at the disposal of Mr. Hoover for the conveyance of foodstuffs to Germany. \*

#### Foreigners Ready to Buy.

Another argument that may be urged is the matter of finance. Foreign nations are further along in their readjustment than are we. Neutral countries and members of the allied group have already, through their individuals, not through their Governments, sent inquiries to this country for offers—to individuals here. The individuals here have not been able to reply to them; individual initiative has been stifled; we are not able to go ahead and run a business which we have known for years and years. I speak of the grain dealer and exporter. That is the situation in the neutral countries. Inquiries have come from Spain, Holland, Norway, and they have been coming, too, from England, France, and little Belgium (God bless her). That is where they have been coming from. Those people are getting ready to do business and their Governments are willing that they should.

Now, they are going to buy during this coming year where they can get the things the cheapest, naturally. Is it possible any of the enemy countries had made even before they requested an armistice, financial arrangements or provision for the necessities of life? I have every reason to believe that such arrangements were made by international financiers before the signing of the armistice and before the request for an armistice, and possibly that may be one reason for the armistice—that I do not know. I can not quote my authority on that, but I have reason to believe it is true.

It may also be suggested that inasmuch as we may have so much wheat we ought to use the need of these foreigners for our fats to get rid of our wheat. Would that be a pleasant thing to contemplate? America has always been accused of being a purely commercial nation. Our standing in Europe because of our participation, even though late. In this war has put us in a better position with European countries than ever before.

Now, suppose we go to them—suppose in time of peace we go to them, in one hand with a hundred million dollars' worth of food to give away and in the other hand a club and say to them: "Now, gentlemen, we know you are going to need

our fats, you must take our wheat; we know you are going to need our oats, you must take our wheat—at a price—at a price artificially high, at a price that would let us out without a loss?" The thing is morally and commercially wrong and unfair to the nations of Europe and will make us no friends. And if we try to settle with the law of supply and demand on that basis we shall be worse off at the finish than we are now. How is it that steel men, that the copper men, are going ahead and doing business? They can make their financial arrangements. Why can not the grain trade? How would you like to so enlarge this proposed bill (it is large enough at the present time, goodness knows) that it would take in cotton, copper, and steel, because they may need some of those things in Europe, and we need it as a club to get rid of some of our wheat? Why, the thing is too ridiculous even to consider.

#### It Is Feared

by some that in case we should permit the grain trade to handle this business, that a national scandal would result. Gentlemen, that is questioning the honesty of the farmer and the country grain dealer. There may be some of them who are not honest, but they are fully up to the average of honesty in this country, and that is very high. And particularly would there be little fraud when the Government of the United States is the one that is going to fix the penalty for fraud. It must be remembered, too, that the period of the war is over. President Wilson when he said, "So ends the war," on Nov. 11, said something we believe; hostilities have ceased. Let us plan at least to get back as soon as possible after the signing of peace.

#### Dollar a Year Men Will Quit.

We shall find the patriotic men who are devoting their efforts to this control because of their patriotism, because the country was in trouble, will be replaced by hired men. We shall have to run this agency with hired men, not with men serving only as patriots; don't forget it. It is an important factor in this proposition; it must be run with hired men. Now do we want to hire anyone to run the business of the country; isn't it reasonable to suppose that in the grain trade collectively are more brains, more sense, than there is in any single individual, and a better chance for the grain trade to adjust itself than there would be on the part of any single individual. We must judge the future of this control by the past to a certain extent. Take the question of rye. We have a market in Chicago for rye—when the Government is in the market. There is no market established at Toledo, Detroit, or Cincinnati, and the people are shipping their rye back from those points to Chicago to catch a day when the Government wants to buy rye. If the man in charge of that happens to get down late (I do not know who he is) there are no orders to buy rye; or if he happens to be busy with some one or forgets to put in a telegram the price, then rye is purchased at a lower price than at which rye had been maintained. There is nothing in the law present about maintaining a rye price. And yet there has been an effort to maintain some relative value between the grains, and \$1.62 has been the price at Chicago when the Government has been in the market; and when it has not been in the market there has usually been a drop of 5 to 15 cents a bushel before it would get to the point where the ordinary consumer would take hold of it. And there is no assurance from day to day that the Government is going to pay \$1.62. The other day rye was purchased (the price not having been specified) by the Government agencies, at \$1.57; and when the news reached headquarters word came in to make the price \$1.62, and the sellers who had been perfectly satisfied to sell at \$1.57 were given \$1.62.

That, we contend, is not the way to run a business. The only thing that is involved in this emergency is the maintenance of a guaranty on wheat. The United States wants its business back; the War Trade Board has shown that, this morning, in taking a good many things off the list. I understand the last restriction on coal was taken off recently. Of course, the coal men have to compete with other men for business outside of the United States.

There is another matter we must not overlook, and that is the social and economic conditions. There are in this country the seeds of a weed that has grown in Europe until it threatens to crowd out all productive plants. If the President of the United States were here

and could realize the possible growth of this weed; he would resent the attempt to give him power to create a price for wheat to the consumer which was not in line with the conditions in other parts of the world. He is begging us to send food to these people, to satisfy them, so that they may not disorganize governments everywhere. He says we must go so far even as to give away food if necessary. There is nothing like that advocated here; but the principle is there. What we need in this country is prosperity; we must have it. We must quiet this social unrest. Food, on the basis of world values, and not simply on the basis of artificially controlled domestic conditions should be given to the people of this country, no matter what it costs this Government. History will show, the history of the grain crops will show, that with prosperity we have always been able to take care of big crops; but when we have had hard times we could not take care of a little crop at a decent price. I think statistics will bear me out absolutely on that. Consequently, if we are anticipating a big crop, it is absolutely essential we should have prosperity.

**The High Cost of Living**  
is something that has come because of the war; it is something we want to get away from; there is a public demand for it. Why not hit at the keystone, and that is the price of wheat. It is the keystone of the present high cost of living; it affects so many other commodities. Cheaper wheat means cheaper chicken feed, means cheaper live poultry, cheaper eggs; cheaper wheat, with the removal of restrictions on milling, so that a larger proportion of wheat can go into dairy feeds, bran and middlings, and so on, means cheaper feed. I mean after it gets started it means cheaper feeds for our dairies, which means cheaper milk and cheaper butter. The whole thing, gentlemen, will tumble if you knock out that keystone, the keystone of the high price of wheat.

The problem is greater because of that broken law of supply and demand. We probably in all our history shall not find a better example of the fact that high prices stimulate production and curtail consumption, while low prices reduce production and increase consumption. Now, how better can we provide for the use of what promises to be a big crop than to permit the people a price on wheat according to the law of supply and demand? If it be lower, it will help readjust that situation, because the amount of acreage that is going to be planted this year (I mean the amount of feed-grain acreage that is going to be planted this year to wheat) is going to disarrange the whole program; but by a year from now, unless I am mistaken, in case you have free markets for everything, you will have the extra wheat that is raised in those feed lots—that is, corn land, oats land, and barley land—you will have that wheat sell at a feed price, necessarily so, because we must have those feeds.

The one commodity in which we have a monopoly of the world's markets is fats. The herds in Austria, Germany, and Denmark, where they used to raise plenty of hogs, have run down; they will not only need fats there, but they will need our brood animals. There is going to be that demand for fats. Now, if we haven't corn, oats, and barley to feed those hogs, we have to feed them wheat, and the two classes of grains will come together on a feed basis, until that surplus is absorbed, until that difference, until that extra surplus of one or a deficit of the other, is adjusted. It must be so, and it would be a good thing to have it so. It will not continue so, because when you get into that sort of a position you will find next fall your winter-wheat man will say I won't plant so much winter wheat now; I will hold my wheat over; I will wait on this thing, because next year I do not want to have a lot of extra wheat at a low price. And they will plant that acreage in corn, oats and other grains, and you will get, a year from this coming season, a readjustment; you will have a smaller acreage of wheat, without any guaranteed price, and you will have a larger acreage of feed grains. Thus will come the swing the other way and you will get back to a reasonable level for both grains and there will come what might be called the historical relative value of the different grains.

We have to expect low prices; there is no use of denying it; conditions seem to indicate it. We can not expect, if we go on a world's basis, to maintain anything like the guaranteed price without some artificial means such as I have

called attention to before. The situation abroad is that Argentina and Australia have a large exportable surplus which they have continued to hold because of the transportation situation, which is now being relieved.

Our remedy is exceedingly simple; it is simply financial legislation to care for the guaranty and to return to the pre-war conditions and opportunity for the exercise of individual initiative.

## Michigan Bean Jobbers in Mid-Winter Meeting.

The Michigan Bean Jobbers Ass'n held its mid-winter meeting at the Cadillac Hotel, Detroit, Mich., on Feb. 12. The president, Christian Breisch, of Lansing, still being at work with the com'ite in Washington, was unable to attend the meeting, which was called to order by the vice-president, G. F. Allmendinger, of Ann Arbor. About 175 dealers were in attendance.

Chas. F. Remington, representing Mayor Couzens of Detroit, made the welcoming address, and added some very pertinent advice to bean dealers regarding the importance of properly packing and presenting their wares. His description of the present slack method whereby baskets of beans collect germs galore, did not tend to create an appetite for "more beans."

Vice-president Allmendinger regretted that the report of the president and com'ite was not yet ready to be given out; and went on to say that there was much work to be done at home; that there was trouble in Lansing to be straightened out. As to the outcome of the hearing they had had with the legislative com'ite, regarding the state's going into the elevator business to operate elevators, getting those who are already in the business to help pay the expense of operating elevators in competition with themselves, Mr. Allmendinger was not communicative, but he believed the Nonpartisan League behind this movement in Michigan, as in North Dakota.

Chas. Boylan, of Grand Rapids, made some interesting remarks on insurance, which he claimed was the very backbone of business, preventing failures, and creating credit; explaining how the best rates could be procured. He also attached considerable importance to the menace of the Nonpartisan League, which in his opinion could very well be dispensed with.

In the absence of B. A. Stickle, A. H. Madsen of Ann Arbor spoke on the national bean contract. "Our last contract," he said, "took a long step forward in getting away from the idea of selling beans delivered. All sales now are, or should be, basis f. o. b. Michigan shipping points, and contracts drawn in this manner during the past season have saved thousands of dollars to Michigan shippers in the item of loss and damage claims alone. Inspection of beans in the state was another step in the right direction. Let's keep up the good work. It might be well at this time to impress upon the minds of the few who are still selling delivered, the advisability of coming into the fold and selling strictly on the terms as outlined in the contract."

Concerning the uniform bag, E. L. Wellman stated that it appeared to be the opinion of the com'ite and representatives of the railroads entering Michigan that a bag that contained beans should be 21x14 in. cotton with a 60 filer and a 70 warp which would be sufficient to carry the beans to destination in good condition.

A letter from the Food Administra-

tion Grain Corporation was read by Mr. Dimond which, in part, was as follows: "We have tried to buy a million bags of Michigan beans, but were told that only 10% of the order could be handled, so we had to go into other markets. Many Japanese beans were bought in and we have bought some from importers because prices were lower than for domestic beans."

Mr. Dimond also spoke of the inaccuracy of the market letters issued from the Grand Rapids office of the Bureau of Markets. "The reports should be made accurately," he said, "or discontinued entirely."

T. C. Bushfield, in charge of the Bureau of Markets at Detroit, admitted the bulletins were inaccurate, but added that they were trying to improve them.

A com'ite on resolutions consisting of the following members, was appointed by the chair: Messrs. Coup of Saginaw, Aimer of Fairport and Brown of Detroit.

The marketing of Michigan beans under a brand and trade mark and thru an organization was advocated by Mr. Judson of Fenton.

A motion by Mr. Brown of the Isbell Bean Co. that the president appoint a com'ite of five which should include himself and the secretary, to secure detailed information, perfect a plan for an advertising campaign and report to the members thru a bulletin, was unanimously carried.

**THE BULK HANDLING** of grain on Washington farms is described in a pamphlet by A. Hobson, of the Extension Department of the Washington State College, in co-operation with the Bureau of Markets of the U. S. Department of Agriculture and is based on information gathered from 79 farmers in the state who bulked over 550,000 bus. of grain during the season of 1916. It gives the methods of cutting grain, storage on the farm, both in portable bins and in permanent farm granaries or elevators, and hauling. Specifications for the construction of portable bins, farm elevators and bulk wagon boxes are included together with the estimated cost of each.

LICENSES for the importation of rice for in-transit shipments may be issued without applications stating the name of the ultimate consignee or the destination of the shipment. All licenses so issued will contain the clause "Void for consumption entry." Before the importer can obtain the necessary export license to complete his in-transit shipment, the Bureau of Exports will require him to furnish the name of the consignee and destination as explained in War Trade Board Ruling 545, Jan. 28. If such export license is not obtained prior to the arrival of the rice in the United States, it will be held in bond pending the obtaining of the license.

CREDITS of more than \$60,000,000, \$11,000,000 of which has not yet been expended, for the purpose of buying wheat are provided for the Government of Canada. This is in addition to the outside funds which the British government has been able to provide, from the proceeds of the Victory Loan. In addition arrangements have been made with Canadian banks for financing the wheat in elevators pending the delivery and sale to the Wheat Export Co. Wheat has not gone forward as rapidly as in former years, but this is due to difficulties in transportation and not to lack of financial facilities.

# Wheat Guaranty Bill Passed

The bill enabling the President to carry out the price guaranty on wheat, introduced by Chairman Lever of the House Committee on Agriculture, was passed by the House Feb. 22 with amendments. One amendment protects "Merchants who purchase in carload lots." This specific mention of carload buyers might be construed as excluding merchants who buy in wagonload lots, or less than carload lots, and would be an injustice to thousands of country dealers. Another amendment takes away the power of the president to purchase storage facilities, which are to be obtained only by lease or requisition. The bill provides for control of wheat and wheat flour only, cutting out the control of other cereals recommended by Mr. Barnes.

As passed by the House Feb. 22 the guaranty shall cease to be in effect after June 1, 1920, and the president is empowered to prohibit imports of wheat.

Protection to the country shipper would be assured if the words "or sell" were added in Sec. 3, to make it read "Merchants who purchase (or sell) in carload lots." The amended bill, H. R. 15796, follows, in full:

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That by reason of the emergency growing out of the war with Germany and in order to carry out the guarantees made to producers of wheat of the crops of 1918 and 1919 by the two proclamations of the President of the United States dated, respectively, Feb. 21, 1918, and Sept. 2, 1918, pursuant to section fourteen of "An Act to provide further for the national security and defense by encouraging the production, conserving the supply, and controlling the distribution of food products and fuel," approved Aug. 10, 1917, and to protect the United States against undue enhancement of its liabilities under said guarantees, the instrumentalities, means, methods, power, authorities, duties, obligations, and prohibitions hereinafter set forth are created, established, conferred and prescribed.

Sec. 2. That, in carrying out the provisions of this Act, the President is authorized to make such regulations and issue such orders as may be necessary, to enter into any voluntary arrangements or agreements, to create and use any agency or agencies, to accept the services of any person without compensation, to co-operate with any agency or person, to utilize any department or agency of the Government, including the Food Administration Grain Corporation, and to co-ordinate their activities so as to avoid any preventable loss or duplication of effort or funds.

Sec. 3. That whenever the President shall find it essential, in order to carry out the guarantees aforesaid or to protect the United States against undue enhancement of its liabilities thereunder, he is authorized to buy, or contract for the purchase of, wheat of said crops of nineteen hundred and eighteen and nineteen hundred and nineteen at the places designated for the delivery of the same by the President's proclamations or such other places as he may designate, for cash at not less than the said guaranteed prices and he is authorized thereafter to buy or contract for the purchase of for cash or sell, consign or contract for the sale of, for cash or on credit, wheat of the said crops of 1918 and 1919 and flour produced therefrom at the said guaranteed prices or at such other prices and on such terms or conditions as may be necessary; to make reasonable compensation for handling, transportation, insurance, and other charges with respect to wheat and wheat flour of said crops, and for storage thereof in elevators, on farms, and elsewhere; to take such steps, to make such arrangements, and to adopt such methods as may be necessary to maintain and assure an adequate and continuous flow of wheat and wheat flour in the channels of trade, including the protection of millers, wholesale jobbers, bakers, and

retail merchants who purchase in carload lots against actual loss by them on account of abnormal fluctuations in the price of wheat and wheat flour of said crops; to borrow such sums of money as may be secured by the property or other assets acquired under this Act; to lease and utilize storage facilities for, and to store, such wheat and wheat flour; and to requisition storage facilities therefor. He shall ascertain and pay a just compensation for facilities so requisitioned. If the compensation so ascertained by the President be not satisfactory to the person entitled to receive the same, such person shall be paid seventy-five per centum of such amount and shall be entitled to sue the United States to recover such further sum as, added to said seventy-five per centum, will make up such amount as will be just compensation for such facilities; and jurisdiction is hereby conferred on the United States district courts to hear and determine all such controversies.

Section 4. That whenever the President shall find that operations, practices or transactions, at, on, in, or under the rules of any exchange, board of trade, or similar institution or place of business cause or are likely to cause unjust market manipulation, or unfair and misleading market quotations, or undue depression or fluctuation of the prices of, or injurious speculation in, wheat or wheat flour, hereafter in this section called evil practices, calculated or likely to enhance unduly the liabilities of the United States under the said guarantees, he is authorized to prescribe such regulations governing, or may either wholly or partly prohibit, operations, practices, and transactions in wheat or what flour at, on, in, or under the rules of any exchange, board of trade, or similar institution or place of business as he may find essential in order to prevent, correct, or remove such evil practices. Such regulations may require all persons coming within their provisions to keep such records and statements of account, and may require such persons to make such returns, verified under oath or otherwise, as will fully and correctly disclose all transactions in wheat or wheat flour at, in, on, or under the rules of any such exchange, board of trade, or similar institution or place of business, including the making, execution, settlement and fulfillment thereof. He may also require all persons acting in the capacity of a clearing house, clearing association, or similar institution, for the purpose of clearing, settling, or adjusting transactions in wheat or wheat flour at, in, on, or under the rules of any such exchange, board of trade, or similar institution or place of business, to keep such records and to make such returns as will fully and correctly disclose all facts in their possession relating to such transactions, and he may appoint agents to conduct all investigations necessary to enforce the provisions of this section and all regulations made by him in pursuance thereof, and may fix and pay the compensation of such agents. Any person who wilfully violates any regulation made pursuant to this section, or who knowingly engages in any operation, practice, or transaction prohibited pursuant to this section, or who wilfully aids or abets in such violation, or any such prohibited operation, practice, or transaction, shall be deemed guilty of a misdemeanor, and upon conviction thereof, be punished by a fine not exceeding \$10,000, or by imprisonment for not more than four years, or both.

Sec. 5. That, from time to time, whenever the President shall find it essential to license any business of importation, exportation, manufacture, storage, or distribution of wheat or wheat flour in order to carry into effect any of the purposes of this Act, and shall publicly so announce, no person shall, after a date fixed in the announcement, engage in or carry on any such business specified in the announcement unless he shall secure and hold a license issued pursuant to this section. The regulations prescribed pursuant to this Act may include requirements with respect to the issuance of licenses, systems of accounts, and the auditing of accounts to be kept by licensees, submission of reports by them, with or without oath or affirmation, and the entry and inspection by the President's duly authorized agents of the places of business of licensees. It shall be unlawful for any licensee to engage in any unfairly discriminatory or deceptive practice or de-

vice, or to make any unjust or unreasonable rate, commission, charge, or price, or to exact an unreasonable rate or price, in handling or dealing with wheat or wheat flour. Whenever the President shall find that any practice, device, rate, commission, charge, profit, or price of any licensee is unfairly discriminatory, deceptive, unjust, or unreasonable, he may issue an order such licensee, within a reasonable time fixed in the order to discontinue the same, unless such order shall be suspended, such licensee shall, within the time prescribed in the order, discontinue such unfairly discriminatory, deceptive, unjust, or unreasonable practice, device, rate, commission, charge, profit, or price, and in any proceeding brought in any court such order of the President shall be prima facie evidence. Any person who, without a license issued pursuant to this section, or whose license shall have been suspended or revoked after opportunity to be heard has been afforded him, knowingly engages in or carries on any business for which a license is required under this section, or wilfully fails or refuses to discontinue any unfairly discriminatory, deceptive, unjust, or unreasonable practice, device, rate, commission, charge, profit, or price, in accordance with the requirement of an order issued under this section, or wilfully violates any regulation prescribed under this Act, shall be deemed guilty of a misdemeanor, and upon conviction thereof be punished by a fine not exceeding \$5,000, or by imprisonment for not more than two years, or both. Provided, That this section shall not apply to any farmer or co-operative association of farmers or other person with respect to the products of any farm or other land owned, leased, or cultivated by him, nor to any common carrier.

Sec. 6. That whenever the President shall find it essential in carrying out the guarantees aforesaid, or to protect the United States against undue enhancement of its liabilities thereunder, and shall make proclamation thereof, it shall be unlawful to import into the United States from any country named in such proclamation, or to export from or ship from or take out of the United States to any country named in such proclamation, wheat or wheat flour, except at such time or times, and under such regulations or orders, and subject to such limitations and exceptions as the President shall prescribe, until otherwise ordered by the President or by Congress: Provided, That no preference shall be given to the ports of one State over those of another. Any person who shall import, export, ship, or take out of the United States, or attempt to import, export, ship, or take out of the United States, any wheat or wheat flour in violation of this section or of any regulation or order made hereunder, shall be deemed guilty of a misdemeanor, and, upon conviction thereof, be punished by a fine not exceeding \$1,000, or by imprisonment for not more than two years, or both.

Sec. 7. That any person who knowingly makes any false statement or representation to any officer, agent, or employee of the United States engaged in the performance of any duty under this Act, or falsely represents to any of said persons that the wheat he offers for sale was grown as a part of the nineteen hundred and eighteen or nineteen hundred and nineteen crops for the purpose of securing any of the benefits of the aforesaid guarantees, or any person who wilfully assaults, resists, impedes, or interferes with any officer, agent, or employee of the United States in the execution of any duty authorized to be performed by or pursuant to this Act, or any person who knowingly violates any regulation or order issued pursuant to this Act, except as otherwise made punishable in this Act, shall be deemed guilty of a misdemeanor, and, upon conviction thereof, shall be punished by a fine not exceeding \$5,000, or by imprisonment for not more than one year, or both.

Sec. 8. That for carrying out the aforesaid guarantees and otherwise for the purposes of this Act, there is hereby appropriated, out of any moneys in the Treasury not otherwise appropriated, to be available during the time this Act is in effect, the sum of \$1,000,000,000, of which not to exceed \$3,000,000 may be used for such administrative expenses, including the payment of such rent, the expense, publications, the purchase of such material and equipment, and the employment of such persons and means, in the District of Columbia and elsewhere, as the

President may deem essential. Any moneys received by the United States from or in connection with the disposal by the United States of wheat or wheat flour under this Act may, in the discretion of the President, be used as a revolving fund for further carrying out the purposes of this Act. Any balance of such moneys not used as part of such revolving fund shall be covered into the Treasury as miscellaneous receipts: Provided, That no part of this appropriation shall be used to pay rent in the District of Columbia.

Sec. 9. That an itemized statement, covering all receipts and disbursements under this Act, shall be filed with the Secretary of the Senate and the Clerk of the House of Representatives on or before the twenty-fifth day of each month after the taking effect of this Act, covering the business of the preceding month, and such statement shall be subject to public inspection. Not later than the expiration of sixty days after this Act shall cease to be in effect the President shall cause a detailed report to be made to the Congress of all proceedings had under this Act. Such report shall, in addition to other matters, contain an account of all persons appointed or employed, the salary or compensation paid or allowed each, the aggregate amount of the different kinds of property purchased or requisitioned, the use and disposition made of such property, and a statement of all receipts and expenditures, together with a statement showing the general character and estimated value of all property then on hand, and the aggregate amount and character of all claims against the United States growing out of this Act.

Sec. 10. That words used in this Act shall be construed to import the plural or singular, as the case demands; the word "person," wherever used in this Act, shall include individuals, partnerships, associations, and corporations. When construing and enforcing the provisions of this Act, the act, omission, or failure of any official, agent, or other person acting for or employed by any individual, partnership, association, or corporation, within the scope of his employment or office, shall in every case also be deemed the act, omission, or failure of such individual, partnership, association, or corporation, as well as that of the person.

Sec. 11. That the provisions of this Act shall cease to be in effect whenever the President shall find that the emergency

growing out of the war with Germany has passed and that the further execution of the provisions of this Act is no longer necessary for its purposes, the date of which termination shall be ascertained and proclaimed by the President; but the date when this Act shall cease to be in effect shall not be later than Oct. 15, 1920. The termination of this Act shall not affect any act done, or any right or obligation accruing or accrued, or any suit or proceeding had or commenced in any civil case before the said termination pursuant to this Act; but all rights and liabilities under this Act arising before its termination shall continue and may be enforced in the same manner as if the Act had not terminated. Any offense committed and all penalties or liabilities incurred prior to such termination may be prosecuted or punished in the same manner and with the same effect as if this Act had not been terminated.

Sec. 12. That if any clause, sentence, paragraph, or part of this Act shall for any reason be adjudged by any court of competent jurisdiction to be invalid, such judgment shall not affect, impair, or invalidate the remainder thereof, but shall be confined in its operation to the clause, sentence, paragraph, or part thereof directly involved in the controversy in which such judgment shall have been rendered.

ILLINOIS will have something over \$12,000,000 to add to its state and county road funds during the next three years under the road act which became a law in July, 1916. This carried an appropriation of \$75,000,000, which required a like amount from the several states, the joint amount which now amounts to \$300,000,000 to be spent in five years on roads which formed parts of state systems. The sum of \$13,000,000 a year for three years will also be expended on forest preserve roads. From the original bill and its amendment in the next three years, Indiana, Iowa, Kansas, Michigan and Minnesota will receive nearly \$8,000,000 each; Missouri, more than \$9,000,000; Nebraska, approximately \$6,000,000; Ohio, more than \$10,000,000, and Wisconsin, \$7,000,000.

### 45,000 Bus. Reinforced Concrete Elevator at Schuyler, Neb.

The concrete elevator continues to gain popularity in new states and in new sections. One of Nebraska's new 45,000 bus. elevators is a reinforced concrete elevator built at Schuyler, Neb., for the Farmers Grain Co., by the Burrell Engineering and Construction Co.

The dust house, office and driveway are also constructed of reinforced concrete. The commodious office is conveniently divided into two rooms and basement and fitted with running water and electric light.

On one side of the office is a 10 ton Auto Truck scale, made by Fairbanks, Morse & Co., and in driveway is a combination dump, capable of dumping either wagons or auto trucks, which Mr. Edward W. Zerzan, the manager, says is very simple yet gives excellent satisfaction.

The 14 storage bins of the elevator are of various sizes, the 3 large bins at each end of the house extend down to the first floor. These end bins are 80' deep and the bins over the working floor are 60' deep. The 4 corner bins have room for 4600 bus. and the middle bin at each end has 6600 bus. The 8 bins over the working floor vary in capacity from 1150 to 2200 bus.

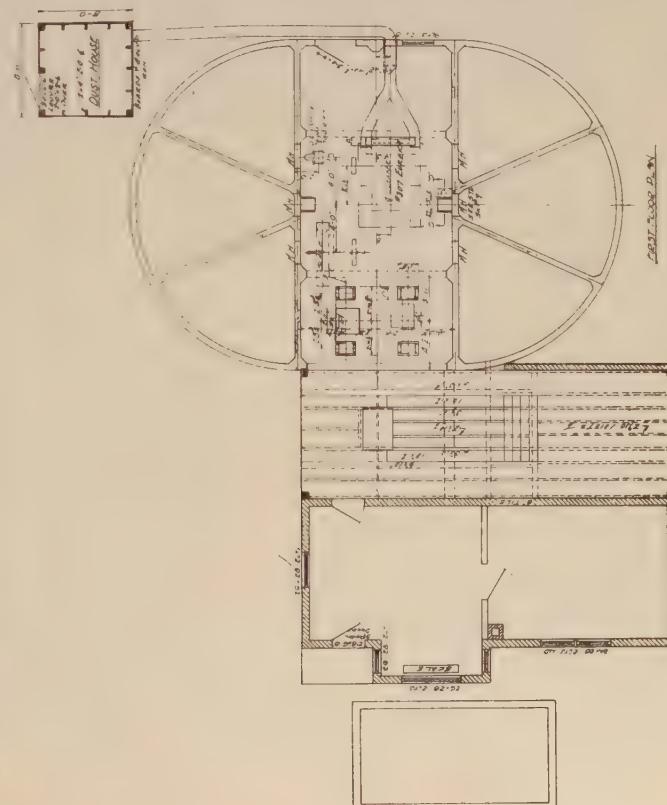
One large leg well, which contains the 2 steel legs, each having an elevating capacity of 2000 bus. per hour, also affords ample room for a manlift and a ladder.

The cross section of the bin story illustrated herewith almost forms an ellipse, 28' across and 42' lengthwise. The house is 82' to the roof and is surmounted by an 18' cupola.

The Eureka Cleaner is located on the working floor and in the cupola is an 800 bus. Howe Hopper scale. Power is supplied by 3 G. E. Motors.



Concrete Elevator at Schuyler, Neb.



First Floor Plan Concrete Elevator at Schuyler, Neb.

# Missouri Dealers Hold Annual Meeting at St. Louis

The fifth annual convention of the Missouri Grain Dealers Ass'n was held Feb. 20 and 21 in the Planters Hotel, St. Louis. The opening session was called to order at 2 p. m. on the 20th by Pres. J. S. Klingenberg, of Concordia.

E. C. Andrews, pres. of the St. Louis Merchants Exchange, in welcoming the dealers, said:

## Address of Welcome.

Perhaps at no time in history is the situation more acute and interesting from a grain man's standpoint than at the present time. The marketing of the 1919 wheat crop is the one big question for us as grain men to consider. While on my feet I wish to take this opportunity of calling your attention to the remarkable way in which the St. Louis market has taken care of the large wheat receipts which you gentlemen were kind enough to ship into this market.

In July of this year we received 8,613,000 bus. of wheat and in August we received 13,914,000 bus. of wheat, making a total for these two months of 22,500,000 bus. of wheat—the largest in the history of our grain exchange.

The nearest approach to these immense receipts for July was in 1912 when we received 4,034,000 bus., and in August of the same year 8,288,000 bus., making a total for July and August of 1912 of 12,232,000 bus.

You will note from these figures that during July and August of 1918, we received and took care of ten million bushels more wheat than our previous banner year of 1912. During September of 1918 and up to September 22, we received in this market a little more than 5,286,000 bus. of wheat.

The original organization of the Merchants Exchange was formed in 1836 as a debating club. As we are more than 70 years old you will note that we can safely claim to being the oldest organization in the United States. In 1849 it grew into a millers' club and at that time the present system of displaying samples was inaugurated. The present Merchants Exchange building was started in 1872 and was occupied as an exchange in December, 1875. It is the oldest organization of any kind in St. Louis. The building that we now occupy originally cost \$2,000,000. We own \$60,000 worth of government bonds and have a cash balance on hand of \$60,000. The present membership is about 900—all live, first-class business men.

We are glad to see you and each and every one of our 900 members will be pleased to extend you every courtesy during your stay.

**The Barge Line:** While I am not here to make a set speech, I do feel like calling your attention to the wonderful new transportation line inaugurated and now working. I refer to the barge line running between New Orleans and St. Louis. This barge line means a great deal to you. It is hauling wheat and flour to the gulf at 80 percent of the all-rail rate, which means that we can draw grain into this market 20 percent further into the territory than we have done in the past.

The government has appropriated \$7,000,000 for the building of forty barges of 1000 tons' capacity each and seven modern tow boats. The present boats and barges that are being operated on the river are making twice a week sailings from St. Louis to New Orleans, and I am sure you will be interested in knowing that out of all the tonnage that has moved since this barge line started, 75 percent was grain.

The response to the address of welcome was made by Pres. Klingenberg, who thanked the Merchants Exchange for the cordiality of its greeting and assured its members that the Ass'n appreciated the kind words Mr. Andrews had spoken.

The following com'ites were appointed by Pres. Klingenberg:

Nominating Com'ite: F. W. Eggers, Herman; A. H. Meinershagen, Higginsville; A. C. Harter, Sedalia.

Resolutions Com'ite: Jesse J. Culp, Warrensburg; John O. Ballard, St. Louis; Chas. A. Geiger, St. Joseph.

Auditing Com'ite: O. J. Wooldridge, St. Louis; K. K. Kevil, Sikeston; A. E. Klingenberg, Truesdale.

Sec'y D. L. Boyer, Mexico, read his annual report, which follows:

## Secretary's Report.

Our convention last year was dominated by one thought and purpose, the winning of the war and what we could do to assist in the great world's struggle. Our convention this year will be dominated by the one thought, what are we going to do and what can we do towards helping to solve the problem of distributing the surplus stock of wheat and flour on hand, together with the prospective crop of a billion and a quarter bushels of wheat at a price of \$2.26 basis Chicago with other countries markets who have a surplus, offering their products at a lower price. This is the grain trade's big problem today.

The past year has been very similar to that of 1917 except that we knew there would be a fixed price and that the new fixed price would not be below the value of stocks on hand. With this knowledge, however, the past year was very trying on the grain trade and the Government will not get rich from the excess profits paid to it from the dealers of this state. The problem of handling and financing last year's wheat crop was a very large task, owing to the congestion of the movement from the farms and this year will be a repetition of last, unless something is done to prevent the farmer from hauling his wheat to market as soon as it is threshed. Missouri has an increased acreage of 30% over last year, which based on last year's reports will give us a crop of between sixty-five and seventy million bushels of wheat.

The work of the Ass'n together with other state ass'ns during the past year has been of national scope and all our efforts have been expended towards a national unity of purpose. In the early months of last year, Mr. Julius Barnes called for a meeting of the grain trade to discuss the handling of the 1918 wheat. The outcome of this meeting was the appointing of an Advisory Com'ite of the grain trade to meet with the Food Administration officials from time to time to discuss problems of the trade.

One of the principal acts of this Com'ite was the working out of a schedule of profits that would be considered fair by the Food Administration officials. After much labor it was finally agreed that three percent net profits on gross sales up to \$300,000 and two percent net profits on gross sales above that amount would not be considered unfair. When you figure that it costs in the neighborhood of five cents per bushel to handle wheat, and that is buying according to actual grades and not mine run, it means that country dealers, in order to get what is considered a fair profit by the government, will have to take a gross margin of eleven cents per bushel, plus freight. This is, of course, with the understanding that the present fixed price will be maintained.

How many of you will have nerve enough to get this margin? The recent efforts of this com'ite have been expended toward formulating some workable plan under which the grain handling interests of this country will be protected against a possible decline in the price of wheat and flour.

**Claims:** One of the other big problems of the Trade is the loss and damage claims question. This matter has been worked on constantly since the I. C. C. handed down their report to the carriers and shippers. This report was the outcome of the hearing held in Chicago in September, 1917. The gist of the I. C. C. report was that the carriers and shippers should arrange promptly for a conference of their representatives with a view to an agreement upon rules and practices to be observed, in filing, investigations and disposition of claims, and in the meantime the proceeding would be held open for such action as might be found necessary or proper.

In line with the I. C. C. request, a committee of fifteen grain shippers, with H. L. Goemann as chairman, and a committee of fifteen railroad representatives with F. C. Maegley as chairman, met in Chicago in April, 1918, but the committees were unable to agree and a joint letter, signed by Mr. Goemann and Mr. Maegley was sent to the I. C. C. informing them of the fact.

In May, 1918, Mr. Goemann and Mr. Maegley received an order from Commissioner Clark, suggesting that the carriers and shippers had better get together, and hinting that, unless they did, the I. C. C. would go ahead and put in rules that might be objectionable. A conference was arranged between Mr. Goemann and Mr. Maegley in June at Chicago, at which time they worked out the subjects to discuss at a future conference of Shippers and Carriers, which was arranged to be held in Chicago in September. This meeting was held and very satisfactory progress was made at the time.

The shippers com'ite met at the National meeting and decided to get the help of the National Grain Scale com'ite, which was done. A vast amount of work was done at this meeting and future conferences were arranged for December and January. Considerable progress was made at the recent meetings and both sides have prepared their reports along the lines suggested by Commissioner Clark. They hope to be able to render this report after the next meeting which will be held in the very near future. Whether it will be a joint report or separate reports from the shipper's and carriers' com'ites, is impossible to forecast at this time.

The com'ite realizes as long as Order No. 57 is in effect, even though it was changed some on account of the many protests from the grain trade, that it is almost impossible to collect claims, and they are doing everything in their power to bring it to a speedy termination.

**Membership:** Even though the past year has been a very trying one for the grain trade of the state it has been the best year the Ass'n has ever had in the way of local meetings, financially, and in new memberships. The local meetings this year had the best attendance on record and we had the pleasure of receiving 105 new members this year, which gives us by far the largest membership in the history of the Ass'n.

The report submitted by Treas. W. W. Pollock, Mexico, showed the financial condition of the Ass'n to be as follows:

## Treasurer's Report.

### Receipts.

Balance on hand Mar. 1, 1918.....	\$1,660.18
Receipts during the year.....	5,550.94
Total .....	\$7,211.12

### Expenditures.

Total paid out, as per vouchers submitted .....	\$5,533.07
Balance on hand Feb. 17, 1919.....	1,678.05

Total ..... \$7,211.12

It was also shown that amounts outstanding due the Ass'n totalled \$613 for dues, and \$498.50 for advertising in the directory, making accounts receivable of \$1,111.50.

P. E. Goodrich, of Winchester, Ind., pres. of the Grain Dealers National Ass'n, read an address on present business conditions from which we take the following:

## Present Business Conditions.

For the past twenty years we have stood by aiding and abetting every legislative body in the land to harass our railroads, upon which as much as any other agency, the development and prosperity of our splendid country depends. We have denounced their managers as usurpers of the people's rights, bribers of public officials and corrupters of legislatures, until the time came when a railroad official or his company could not always receive justice even in the courts of the land.

This has gone on and on until when the world war broke out, our transportation lines were in a pitiable condition.

Under such conditions, is it any wonder that when we entered the world war and must have service, the railroads were unable to function and broke down miserably? There was nothing left to do but take them over by the government to finance and operate.

It is my opinion that the agitation in which we have in the past all taken a part

has done much to speed the demand for the government ownership of the railroads, telegraph, and telephone lines and other public utilities and has encouraged the socialistic tendencies in governmental affairs.

It is a good sign when the thoughtful business men of the country begin to think in one direction, then we can hope for a change in the ruling sentiment of our people. They are now very much interested, saying—turn the railroads back to their owners, wrest from the postal authorities the telegraph and telephone lines and do all this and do it quickly.

**Turning Railroads Back.**—When it became necessary to take the railroads over no plans were made and little consideration was given, they simply took them over and trusted to luck. A second blunder should not be made by turning them back without some legislation that will permit them to be built up, extended and operated at a profit and up to the highest possible efficiency.

I am firmly of the opinion that the Interstate Commerce Com'isn should be vested with their former rate making power. That the power of the State Railroad Com'isns should be reduced and that they have nothing to do with roads engaged in interstate traffic other than purely state functions such as street and road crossings, safety to the public and things of this character.

Pooling should not only be permitted but encouraged wherever economy of operation or better service would result, equipment should be pooled so it may flow into that section of the country where it is most needed.

The Interstate Commerce Com'isn should have the power to survey the great markets and manufacturing centers of the country, which are woefully short of terminal facilities, determine what is necessary and assess against all transportation lines using them, their proportionate share of the cost. Authorize the sale of securities sufficient to cover the cost of such installation and provide that no bonds for any purpose other than this or refunding maturing obligations or purchasing new equipment necessary to meet the growing commerce of the nation, should be issued.

**Grain Handling Facilities.**—It is a lamentable fact that our own business, especially the exportation of grain, is greatly handicapped by the lack of export elevators and terminal facilities in some of our most important seaports. Yet these conditions exist now and have been a menace to our export grain trade for years, and with it we see two of the great lines tapping the greatest grain markets of the country, both of whom are unequipped with grain handling terminals in New York, each completing there a hotel larger than anything previously built in the world.

It is not up to one road to provide the needed capacity, but the capacity should be furnished, elevators should be built when needed and the roads hauling the grain be assessed the cost pro rata and charges assessed against the grain to cover operation and maintenance expenses, and a reasonable return on the investment.

**Action Needed.**—Before leaving this subject I want to urge upon each business man here the necessity of prompt and concerted action. These roads are not to be returned to their owners without a struggle. Labor is organized and active.

There came in my possession a few days ago, a call issued by a labor organization situated in a railroad center, containing form letters to be sent out immediately to the United States Senators from that state, insisting that they vote and use their influence to secure the retention of the railroads permanently by the United States government, and that the government immediately buy and take over all railroad property in the country, stating it was absolutely necessary to do this to maintain the present wage scale.

Remember that these are not all the forces urging this step, you only have to interview a few of your acquaintances to find an astonishingly large number of men who believe in government ownership of all species of transportation, telephone, telegraph, packing industries, coal mines, etc.

#### Telephone and Telegraph.

Next to the railroads no other factor entering into our business is more important than the telegraph and telephone lines. Thru the years of agitation regarding increased cost of operation and maintenance under private ownership, the owners had not asked for increased rates. Neither do

we remember that the business interests of the country were dissatisfied with the toll rates charged. But with a pronounced government ownership Postmaster General in charge at Washington, it was take over the lines, put them into his dep't while we were at war.

Anxious as he was to control these great arteries of communication, he very naturally saw an opportunity to do the thing he had been wanting to do ever since his induction into office. He took them over, as a war measure, declaring as he did so that they would never be returned to the owners and never has the service been as poor as it has at this time.

Then almost immediately after the war was over and under the guise of a re-adjustment of telephone rates, a new toll schedule was published taking effect January first, really advancing the rates from 25% to 100%.

This was done in the most arbitrary manner, no hearings were held, no patrons were consulted—it was all done in haste and without any regard to the ultimate results. Indeed a so-called reduction was made in toll line rates effecting only calls from 8:30 p. m. to 4:30 a. m. between points taking a 60c rate or over. A great inducement to business men to stand for the large increases for use of lines in business hours, wasn't it? We have had enuf of all this and we should get back to a safe and sane method and check the tendencies of the times to regulate or run all public business from Washington.

**Wheat Control.**—Referring to the governmental guarantee for the 1919 wheat crop, which is one of the most important subjects under discussion by the grain and milling trades of the country at this time.

After two days of discussion at the meeting of the trade in Washington Feb. 1 and 2, it developed that those assembled were not in thorough accord except on the main propositions.

First—that the wheat growers should receive the government guarantee of \$2.26 per bushel f. o. b. Chicago for their wheat and there should be no attempt on the part of the government to lessen this price or change the conditions in any way whatever.

The second proposition, on which all agreed, was that the consumer of wheat and wheat products in our country should have the benefit of the world price of wheat in fixing the price of bread.

Third—that if it was found necessary for the government to buy or control the 1919 wheat crop, the government agency appointed by President Wilson to exercise such control should not have any supervision whatsoever over the marketing or price of any other grain.

But it is conceded that an economic fallacy was committed and a very grave one when the price of wheat was fixed by governmental edict, the thing was wrong, radically wrong. But it was done as a war measure, and we, as loyal American citizens, should not attempt to shirk the responsibility fixed on us.

In normal years with the markets following their usual and natural trend, there is an incentive for wheat growers, elevator men and others to speculate in wheat, growing or buying it and holding it for a better price.

But we all know that under the fixed price which ruled last year, wheat was rushed to market as soon as threshed, as there was no incentive to hold it or no chance of making money by doing so.

So it occurred to me and I have presented this plan to Chairman Lever of the Agricultural Com'ite, that the government agency that has control of the 1919 wheat crop should adhere to the fixed price of \$2.26 to the farmers, to country elevator and terminal elevator operators a premium of 1c to 1½c per bushel to be paid and a like amount be added to the price each month beginning with July or August first. There to be a like advance in the price of wheat each month to be paid to all holders of that commodity.

I think it is fair to assume that if we do harvest 1,250,000,000 bus. of wheat, that if a reasonable advance in price, as I have indicated, was made each month to the owners of the wheat, that at least 300,000,000 bus. could be held on farms for a few months at least and perhaps 100,000,000 bus. more might be held in elevators and warehouses and mills adjacent to the farms.

If 400,000,000 bus. of the 1919 crop could be held as I have indicated, the government would not be compelled to borrow money to pay for it and it would save the

interest on approximately a billion dollars. This would be an immense saving to the government in interest, storage and other charges. The railroads would not be congested with this grain when the crop movement was at its height as the wheat would filter into the markets as it was needed and would be a great boon to the transportation lines as well as the grain trade as a whole.

**Order No. 57.**—Despite the earnest and capable efforts of the Transportation Com'ite of the Grain Dealers National Ass'n, it has been unable as yet to get a modification of order No. 57 of any real benefit to the country shippers. I have understood from unofficial channels some of the larger markets absolutely refused to lend cars until order No. 57 was changed so as not to be applicable to their plants. I am further advised that it was modified the very day it was issued in order to relieve the transfer elevators in some of the larger markets of its stringent regulations. But no modifications have been made to help you or I.

I am not wholly discouraged and neither am I a pessimist. It is entirely foreign to my makeup, but facts are facts and we must be as active, progressive business men, meet the conditions as they are and if we all, as patriotic citizens of this mighty republic, will unselfishly and wisely meet these problems and do our duty as our boys did theirs over there, all will be well. This country will not turn socialistic nor will the Bolsheviks gain a foothold in this fair land. It is unthinkable to me that this mighty people will so submit.

I have an abiding faith in the wisdom of our citizenship; they may for a time wander into strange fields and follow uncharted courses, but eventually they come back to the basic principles on which the nation rests—equality before the law for all—special privileges to none.

**Jesse J. Culp.**—Warrensburg: The proposal to pay 1c or 1½c per month as a storage charge to the holder of wheat interests me. It has been a hobby of mine. I think all would gain by holding wheat back and handling it as it is needed. It will be a betterment in every respect.

Other dealers spoke briefly on this subject, generally expressing complete approval of the proposal.

**Chas. B. Quinn.**—sec'y of the Grain Dealers National Ass'n, read an extract from the testimony of Mr. Barnes before the House com'ite on agriculture in which it was shown that Mr. Barnes apparently is thinking along the same lines, and would approve some monthly addition to the price.



Jesse J. Culp, Warrensburg, Mo., President.

# The GRAIN DEALERS JOURNAL.

Chas. B. Riley, Indianapolis, Ind., sec'y Indiana Grain Dealers Ass'n: This question came up at New York during our meeting a year ago, but strange to say only a very few of us favored it. Mr. Barnes was opposed to it, and the suggestion was not adopted. I am glad that Mr. Barnes apparently sees the necessity for doing it now.

Mr. Quinn addressed the convention on several timely subjects, first taking up and reviewing the bill now in Congress providing a means for carrying out the guaranty on the 1919 wheat crop. He showed that when the trade was called into conference by Chairman Lever of was a divergence of opinion as to the proper plan among both country shippers and terminal market dealers; and that this resulted in a feeling upon the part of the com'ite that if the trade itself did not know what it wants Congress can hardly be blamed for giving it something that is not entirely satisfactory. Thereupon, he said, the com'ite decided that the best way is to give the president authority to handle any situation that may arise.

"We are all sick and tired of giving power to do something," said Mr. Quinn. "We all want to get away from it. Congress wants to get away from it. But in spite of that, here was a situation in which Mr. Lever could not have done anything but to have framed the bill submitted."

That Railroad Administration Order No. 57 is not intended to be permanent was stated by Mr. Quinn. He said that it is to be superseded by other regulations when the carriers and shippers have reached an agreement upon the problems now being considered by the joint com'ite of which Mr. Goemann, chairman of the transportation com'ite of the Grain Dealers National Ass'n, is chairman.

Mr. Quinn dwelt at some length upon a resolution recently introduced into the Michigan legislature to amend the state constitution to give authority for the appropriating of \$5,000,000 to do certain things, among which would be the building of terminal elevators. This was described in detail, its relation to the ideas of the Non-Partisan League of North Dakota being shown. It was stated by Mr. Quinn that this is one of the largest problems before the business of the country today, for the ultimate end to which the Non-Partisan League would reach, if successful, would include the nationalization of banks, insurance companies, stores, and even farms, as well as grain elevators and similar industries.

W. W. Pollock, Mexico: How is the best way to combat it?

Mr. Quinn: I do not know just what you mean. Would you have the Grain Dealers National Ass'n take a stand against farmers' elevators?

Mr. Pollock: No. I am not opposed to farmers' elevators. I am opposed to those socialistic theories which will extend so far if allowed to grow.

Mr. Quinn: There appears to be no other remedy except that of education.

The report of the com'ite on nominations was read by Sec'y Boyer. For the office of pres. the com'ite placed in nomination J. S. Klingenberg and Jesse J. Culp; and for vice-pres. Sam T. Hays, of Sweet Springs, and W. J. Livingston, of Windsor; while for other offices only one name was proposed. The following officers were then elected:

Pres., Jesse J. Culp, Warrensburg; vice-pres., Sam T. Hays, Sweet Springs; treas., W. W. Pollock; directors to serve 2 years, Art Mann, Montrose; W. T. Lingle, Bethany; Ed. S. Hart, Booneville; Cecil Wayland, Carrollton; J. S. Klingenberg, Concordia.

Mr. Culp was inducted into office, and he made a short address thanking the members of the Ass'n for the honor conferred upon him, and pledging his best efforts to the Ass'n's welfare.

James T. Bradshaw, state warehouse commissioner of Missouri, was introduced by Pres. Culp, and he spoke on the work of the dept'. Mr. Bradshaw assured the trade that efficiency shall govern the conduct of the affairs of state weighing and inspection at terminal markets so long as he is in charge, and that politics shall not be permitted to enter into the matter.

Bennett Taylor, Lafayette, Ind., pres. of the Indiana Grain Dealers Ass'n, spoke briefly on the value of the work being done by the national and state ass'ns.

Adjourned until 10 a. m. Friday.

## Friday Morning Session.

This session was called to order at 10 a. m. by Pres. Culp, who introduced Chas. B. Riley, sec'y of the Indiana Grain Dealers Ass'n. Mr. Riley said:

### Some Needed Reforms.

In Indiana we have always endeavored to have put into operation every means proposed for the better handling of grain. This applies to construction of plants, business methods, grading, etc.

On the subject of grading, I may say that Indiana dealers do not believe that federal supervision of inspection has accomplished all that it might have accomplished if it had been applied as we expected it would. We do not believe it is actual supervision, but rather than it is the exercise of a sort of police regulation. The supervisor should work in conjunction with the inspector, remaining in the same room with him, observing the work of inspecting each sample. Then if the inspector does not grade the sample as the supervisor thinks it should be graded they can discuss the matter and arrive at a decision mutually satisfactory right then.

Much has been done in Indiana to have country dealers follow a complete and correct system of grading their purchases. This includes the installation of the proper apparatus. The farmer is entitled to sell his grain on its true grade, and he is entitled to knowledge of the fact that the grade is determined in the correct manner. If grain is purchased by the country dealer on a mine run basis the farmer who grows good quality will not always receive the consideration to which he is entitled, while the one whose grain is of low quality will often get more than he should have. Then, too, if the dealer does not equip himself to grade properly he is in no position to protest against the encroachment of the man who enters upon the handling of grain with no equipment at all, just guessing at everything. In fact, they are both guessing on most points, and one is entitled to say his guess is as good as the others.

**Margins:** We also have studied margins of profit in our state. We have insisted that grain is handled on a lower margin than any other commodity handled by a legitimate business. During the war a competent grain man and miller was placed into the Indianapolis office of the Federal Food Administration to handle technical problems. They finally issued a recommendation that wheat in Central Indiana, for instance, bought on the basis of \$2.11 for No. 1 would not be considered as handled at an excessive margin. That was not margin enuf, but so far as I know we have been able to get thru without any serious complaints. There have been no investigations. In September, 1918, the Grain Corporation issued a statement to the effect that net profits of 3 percent on annual turnover of \$300,000 and 2 percent on turnover exceeding \$300,000 would not be considered excessive. If grain dealers buy their grain correctly on the basis of true grades they never made as much as that in straight merchandising business. That, of course, is outside of speculation. Speculation should not be considered at all.

Geo. A. Wells, Des Moines, Ia., sec'y of the Western Grain Dealers Ass'n, and a member of the Advisory Com'ite of the Food Administration, read an address reviewing the 1919 wheat situation. This dealt in detail with the organization and work of the Food Administration and the Food Administration Grain Corporation and after covering the several steps leading up to the issuance of the President's price guarantee proclamation on Sept. 2, 1918, Mr. Wells said:

### 1919 Wheat Situation.

The President's proclamation, fixing the guaranteed price of the 1919 wheat crop has complicated the situation, otherwise the Food Control Act, and the Food Administration, also the regulations promulgated thereunder would cease to be in effect when the declaration of peace is signed by the President and it therefore became necessary that Congress pass additional legislation to carry out the 1919 wheat price guarantee.

During the latter part of December the chairman of the Grain Trade Advisory com'ite feeling that the problem of handling the 1919 wheat crop would be a serious one in which many new questions would be involved, called a meeting of the com'ite at Chicago for discussion of the matter and later in January at New York where the com'ite was joined by other representatives of the grain and milling trades who continued the discussion during most of the time for about two weeks at New York and Washington. The result was the formulation of a recommendation urging that the proposed bill give the President specific direction instead of the provisions of the Food Control Act, and it suggested an outline of a plan contemplating direct settlement of the guaranteed price with the farmer, and the return of the grain business to the grain trade so far as possible.

The attorneys representing the Dept. of Agriculture and the Food Administration, however, refused to consider the recommendation and they formulated a Bill that was presented to the House Com'ite on Agriculture but was not satisfactory to the Com'ite, and a new bill, known as the Lever bill, prepared by the Com'ite, has been reported.

My impression obtained thru personal interviews with congressmen at Washington is that the law as enacted will be along the broad line of the Lever bill, practically continuing the 1918 plan of operation under the direction of the Grain Corporation, who will promulgate the regulations as provided by the Act, except that the conditions to be dealt with may be somewhat different. In that there will probably be a large surplus wheat crop instead of a short one.

**Questions of Policy:** There are one or two questions of policy that will undoubtedly be considered by the government in this connection. One of the questions is, Will the government undertake to minimize its loss on the guaranty by undertaking to conduct a business of domestic and foreign commercial distribution of wheat to the partial or complete exclusion of the grain trade. Another question is, Will the government undertake to minimize its loss on the guaranty by maintaining a price for flour to the consumers of this country on a basis higher than the world's price level?

I can conceive that the consumers of our own country might be willing to accept a higher price for flour if the wage scales of this country can be maintained and all of our people employed; but the number of unemployed is continually increasing in this country, and the idea of a higher price for flour than the world's price level will not be acceptable to the consumer and especially the laboring classes who are unemployed. High wage scales do not benefit the man who is out of a job; and thus we find that the question of the guaranty is involved in an entanglement of social and economic conditions, not only of this country but of Europe as well.

As is well known, European countries maintained central buying agencies during the war and they will no doubt continue such agencies for some time to come; and it is obvious that a central buying agency has an advantage in buying from unorganized individuals of the trade in this country; and inasmuch as the price at which our surplus wheat is sold for export will directly affect the government's loss on its guaranteed price to the farmer, it will be most natural that the United States Government maintain a centralized selling

agency to cope with the efficiency of the foreign buying agency.

It may be an advantage to the United States to control the exportation of wheat incidental to negotiations of international trade relations, an important feature of which is the financial ability of Europe to make payment for its purchases and possibly the necessity of credit being extended by the United States.

The milling industry is a dominant factor in the wheat business, and any plan that may be adopted must provide some means that will protect the millers in the values of the stocks of wheat and wheat products in store and in transit. It requires nearly one hundred million bushels of wheat, or its equivalent, to keep up the full flow of stocks in store and in transit from the farmer to the consumer, and unless there is protection afforded by the government through stabilizing regulations, the losses on such stocks would be financially disastrous.

**Storing the Crop:** The storage of the 1919 crop will be a serious question, and it will be a physical impossibility to provide the storage that will be required if the movement of the entire wheat crop should occur immediately after harvest; and this would seriously affect the transportation and the commercial handling of other grains. It would seem that the farmer, having received the benefit of the guaranteed price, should assume a share of the burden of storage, possibly receiving reasonable compensation for providing such storage. And it might be advisable to adopt the permit system of car distribution in order to control the movement of wheat from the farms and thus prevent congestion at terminal markets and the consequent tying up of railroad equipment.

Grain dealers, no doubt, will be licensed and the farmers will come under police regulations to prevent fraud and abuse. There will probably be no opportunity for the grain trade to sell wheat at premiums, as the actual value of wheat will be much below the basis of the guaranteed price.

**Compensation:** The machinery of the grain trade will undoubtedly be used and compensation provided for storage and service. Compensation for terminal elevator storage is definitely fixed by agreement with the Grain Corporation and the commission charges by commission merchants are established by grain exchange regulations approved, or at least tolerated, by the grain corporation. The compensation for country elevator service, however, has never been definitely regulated or established, except in terms of "reasonableness"; and it may be a question as to whether or not the Grain Corporation could legally, under peace conditions, definitely fix the compensation or wheat buying margins for country elevators.

It would seem, however, that in any event, under conditions imposed by the law that will be enacted that each and every country grain dealer should prepare himself to justify whatever compensation or buying margin he may consider reasonable by showing the expense incurred, not in the sense as to doing the actual business done, but rather for service in providing and maintaining an open grain market at all times for the benefit of the farmer, the merchants, the bankers and the community in general.

The country dealer is entitled to compensation for the service of keeping an open market; for the risk of ownership; for reasonable interest return on money invested and for salary, compensation for owner or manager plus all other items of expense incurred in conducting such a business.

E. J. Smiley, sec'y Kansas Grain Dealers Ass'n, Topeka, Kan.: In Kansas we expect the movement of wheat under the guaranteed price will be such that carriers cannot handle it. We have suggested that every dealer refuse to buy wheat unless equipment is there to handle it.

Adjourned for luncheon.

## Friday Afternoon Session.

This session was called to order at 2 p. m. by Pres. Culp, who introduced Philip Rothrock, St. Louis, federal grain supervisor. Mr. Rothrock invited every member of the Ass'n and every visitor to call and examine the grain inspection exhibit in an adjoining room.

The report of the arbitration com'ite was read by John L. Messmore. This

showed the work done by the com'ite during the year, and was adopted by the Ass'n by unanimous vote.

The report of the resolutions com'ite was read by Cecil Wayland, who had been appointed to the com'ite by Pres. Culp following his own election to the presidency. The following resolutions were unanimously adopted:

### Resolutions.

#### Endorse Grain Corporation.

Resolved, That this Association heartily endorses the work of the Food Administration Grain Corporation for the capable manner in which it has handled the wheat production of this country since its organization, and

That it urges the continuation of this organization, or if this cannot be accomplished, that the price guarantee of the President of the United States covering the wheat produced in this country during 1919 be fulfilled by an agency similar to the U. S. F. A. Grain Corporation, and

That in any event it is the sense of this Ass'n that the present Officers of the Grain Corporation, with Mr. Julius H. Barnes as the directing head, should be in charge of the Food Administration Grain Corporation or of any agency which may be created in its place owing to their experience, ability and integrity, and

That if necessary they be amply compensated.

#### Carrying Charges on Wheat.

Whereas, the 1919 wheat crop promises to be the largest in the history of this country, and

Whereas, in the fulfillment of the President's price guarantee there will be no incentive for the producer to carry this wheat, which will result in extraordinarily heavy offerings immediately after harvest, with consequent congestion at country stations, railroad yards and terminal markets, therefore

Be it Resolved, That it is the sense of this Ass'n that in order to prevent serious congestion that the farmer and country grain dealer should be allowed a reasonable compensation for carrying wheat.

#### Protest Against Order No. 57.

Whereas, the United States Railway Administration has promulgated R. R. Administration Order No. 57, relating to grain claims and seems thereby to impose upon the shipper the burden of showing affirmatively that the loss or damage is the direct result of the carrier's negligence and certain losses, viz.: grain door leaks are prima facie due to improper cooping of the cars by the shipper, all of which is a reversal of the rules of law and subversive of the shipper's interest; therefore

Be it Resolved, That we favor the abrogation of Order No. 57 and are opposed to any order, rule or regulation that tends to deprive the shipping public of their legal rights as established by statute or recognized by the common law.

J. H. McCune, Ipava, Ill., pres. of the Illinois Grain Dealers Ass'n, was called upon to address the convention. Mr. McCune announced the proposal to be submitted by himself and Mr. Culbertson, sec'y of the Illinois Ass'n, to the meeting of the Advisory Com'ite of the Grain Dealers National Ass'n to be held Saturday, to have a meeting of country shippers to endeavor to agree on a uniform plan for handling the 1919 wheat crop, in order that a definite program might be laid out and its adoption worked for by a united grain trade.

Mr. Culbertson extended an invitation to Missouri dealers to meet with the Illinois Grain Dealers Ass'n at its annual convention to be held at Peoria May 6 and 7.

Mr. Smiley was asked by Pres. Culp to address the convention, and after touching upon the handling of the 1919 crop he gave a synopsis of the bill recently introduced into the Kansas legislature to increase inspection fees in that state to 90c per car. He protested against this step, as well as against the unnecessary duplication of inspections everywhere, and made the point that very few dealers pass on to their farmer

patrons the cost of inspections and similar service.

Railroad Administration Order No. 15, requiring industries on railroad right of way to sign a contract agreeing to maintain in whole or in part the sidetrack serving the industry was assailed by Mr. Smiley. He said that railroads in Kansas have been notified by the dealers of that state that the contract will not be signed, and he offered as an example of what might happen in case of such refusal on the part of the trade the case of one Kansas dealer, who refused to sign the contract when it was presented, and whose sidetrack was repaired immediately by the railroad when he voiced the refusal.

Order No. 57 also came in for considerable unfavorable comment by Mr. Smiley. He reported the statement of a railroad conductor, made before a Kansas House com'ite to the effect that he had been called down by his superintendent for noting on a waybill the fact that the car leaked. Mr. Smiley protested vigorously against the attitude of the railroads and of the Railroad Administration, and said:

"We are going to fight this thing to the Supreme Court of the United States if necessary. We would like to have your assistance, but if we can't get your help we will do it alone."

Leaving the subject of the settlement of loss and damage claims, Mr. Smiley asked:

"Can any one tell me where the Bureau of Markets will stop if it is permitted to go on? I understand that it is a matter of record in the Congressional Record that \$22,000 of an appropriation made for carrying on the work of the Dep't of Agriculture was expended to teach the housewives of this country how to make cottage cheese. Can you imagine such foolishness as that? And yet, it is what we are up against all the way thru."

"We in the grain trade now have uniform grades, but as I have said many times before, we are farther from uniform inspection than we ever were in the history of the trade."

Lee G. Metcalf, Iliopolis, Ill., pres. of the Grain Dealers National Ass'n, spoke briefly, making the plea that business be returned to its normal basis and initiative be once more restored to the citizenship of the United States.

A short talk on general matters was made by Wm. Pollock, of Mexico, Mo. Mr. Pollock is probably one of the oldest grain dealers in the state, being now in his 75th year.

John Dower, supervisor of weights for the St. Louis Merchants Exchange, said that he was so full of the subject of weights that he did not dare let himself start on it, but that he could say the Merchants Exchange regrets that it is no longer doing the weighing at the public elevators, and that he believed country shippers also regret it.

"We did our duty as we saw it," he said, "and we wish the new people well. Mr. Bardshaw had made some promises regarding the conduct of the weighing, and I hope they will be kept."

Mr. Smiley: Let me suggest to the members of the Ass'n that you endeavor to get before the legislature the same bill we have up in Kansas making the railroads furnish physical condition reports on all cars. We are going to employ an attorney, a competent one, and perfect a claim organization to fight every claim.

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Mr. Wells: In regard to the matter of railroad leases. In Iowa two years ago we had a law passed giving the Railroad Com'isn authority to supervise leasing. There is, however, great confusion as to the jurisdiction of the Railroad Administration, the Interstate Commerce Com'isn and state Com'isns on this matter, as upon some other matters, just now.

Adjourned *sine die*.

## The Banquet.

The dinner tendered the visitors by the St. Louis Merchants Exchange in the Planters Hotel Thursday evening was easily one of the most enjoyable occasions of its kind held since the birth of the Ass'n.

Marshall Hall, of St. Louis, acted as toastmaster, a position which he filled graciously.

Throuout the course of the dinner the guests were entertained by orchestral music and by vaudeville numbers. Of the latter the most spectacular was the "moving picture" taken and developed during the evening; while the numbers that received the greatest share of approval were those rendered by a young lady and young man dressed in the garb of mountain folk of sunny Italy and who sang several songs in the language of that land. Their name is probably unknown to the dealers who were assembled at the banquet tables, but the recollection of that delightful music will long remain in the mind of every one who heard it.

Pres. E. C. Andrews of the Merchants Exchange spoke briefly on the work of that organization, and on the problems involved in the handling of the 1919 wheat crop.

Bert H. Lange, 2nd vice-pres. of the Food Administration Grain Corporation, also spoke on the handling of the 1919 crop. Mr. Lang said, however, that he is not nearly so much interested in the possible loss of a billion dollars to the government as he is in the growing spirit of bolshevism that is making itself manifest everywhere. In this unrest he said there is more danger than in the loss of a billion dollars, and he described this condition as being in a measure interrelated with the handling of the wheat crop and the carrying out of the guaranteed price. This relation exists because of the present high cost of living, which might be not materially lowered if the guaranty is made effective in a way which holds up the price of flour and bread to the consumer. As an alternative, Mr. Lang suggested the plan of making a price level of, say, \$1.50, handling the wheat otherwise as in 1918. There would then be something like 76c due the farmer from the government on each bushel. This should be paid and the matter closed. The miller then would sell his flour on the basis of \$1.50 wheat, exports to be part flour and part wheat. That the country elevator should be allowed a handling margin of 10c per bushel was the opinion expressed by Mr. Lang in outlining his plan.

P. E. Goodrich, Bennett Taylor and Jesse J. Culp spoke briefly on general subjects. Mr. Goodrich digressed from generalities long enuf to tell the members of the Missouri Ass'n that it was due only to the occurrence on Indiana soil of an accident amounting to a broken wagon that his father and mother were forced to halt their westward migration from Virginia toward Missouri, and thus it was only a broken wagon that decided

the birth of Mr. Goodrich as a Hoosier rather than as a son of the "Show Me" state.

James T. Bradshaw, state warehouse commissioner, was called upon for a talk. Mr. Bradshaw outlined legislation which he is asking the legislature to pass. This legislation, he said, would give him unlimited authority in carrying the warehouse laws into effect, provide a grain inspection revolving fund instead of a limited and definite appropriation, and make it possible to employ enuf good men to do the work required.

The last speaker of the evening was John L. Messmore, of St. Louis, who kept his hearers in almost constant paroxysms of laughter at the quaint jokes that he related during the all too brief time he occupied the floor.

## Convention Notes.

From Fort Scott, Kan., came J. D. Mead.

N. C. Webster told them all about Richardson Automatics.

From St. Joseph came Chas. A. Geiger, of the Geiger Grain Co. and G. F. Stewart.

Lee G. Metcalf, of Illiopolis, Ill., ex-pres. of the Grain Dealers National Ass'n, was on hand visiting old friends.

Chicago receivers were represented by Joseph Wild, of E. W. Wagner & Co., and Fred O. Ray, of C. H. Thayer & Co.

Kansas City receivers were represented by Cort Addison, of the Addison-Benton Grain Co., and F. O. Zimmerman, of the Stevenson Grain Co.

E. N. Williams, of the Liberty Mills, was everywhere. His service letter contained a set of convention resolutions that were not formally adopted, altho generally approved, and the story entitled "All In" met with a hearty response in the mind of every dealer who read it.

Not one at the banquet showed the slightest interest in learning whether his own or his neighbor's face appeared to good advantage in the "moving picture" when it was "developed." That is a remarkable fact, but it is a fact nevertheless. Everybody was looking at something else.

Name plates to accompany the ribbon badges were furnished by the Grain Dealers Fire Insurance Co., whose representative at the convention was J. T. Peterson. The registration was in charge of Edw. Loesch, of the sec'y's office of the Merchants Exchange. He was efficiently assisted by the Misses Polly Miller, Mabel Reno and Lucille Foukls.

In Parlor B, adjoining the convention room, the Bureau of Markets had on display all items of equipment needed in an inspection office for the proper inspection of grain under the federal standards. In addition, there were type samples of the various classes and some of the grades of wheat and corn, and samples of inseparable seeds. This display was in charge of Federal Supervisor Philip Rothrock, who explained the use and method of operation of the various pieces of apparatus to any who desired to obtain the information.

One of Mr. Messmore's banquet stories: A man had died and the undertaker was leaving the house after preparing the remains for burial. The widow stopped him at the front door and said: "During the latter years of Mr. Smith's life he was accustomed to wear a wig,

which he kept in place with a little piece of wax. Here is the wax; you probably will need to use it." To which the undertaker replied: "That's all right, madam. I discovered that it was missing, but I desired not to trouble you about it. So I just used a tack."

There probably were more officials of other Ass'n's present than have attended any other recent convention not of national interest. There were J. H. McCune, pres., and W. E. Culbertson, sec'y of the Illinois Grain Dealers Ass'n; J. Vining Taylor, Winchester, Ind., sec'y of the National Hay Ass'n; P. E. Goodrich, pres., and Chas. Quinn, sec'y of the Grain Dealers National Ass'n; Bennett Taylor, pres., and Chas. B. Riley, sec'y, of the Indiana Grain Dealers Ass'n; Geo. A. Wells, sec'y of the Western Grain Dealers Ass'n; E. J. Smiley, sec'y of the Kansas Grain Dealers Ass'n.

Some Missouri shippers who came were J. W. Boyd, Joplin; W. C. De Bold, Montrose; Jesse J. Culp, Warrensburg; H. E. Combs, Forest City; W. E. Dickey, Lutesville; F. W. Eggers, Herman; B. F. Ferguson, Manchester; Walter R. Greim, Knobnoster; A. C. Harter, Sedalia; J. S. and Geo. Klingenberg, Concordia; A. E. Klingenberg, Truesdale; B. B. and K. K. Kevil, Sikeston; Omer Lutes, Lutesville; W. T. Lingle, Bethany; Art Mann, Montrose; A. H. Meinershausen, Higginsville; Wm. and W. W. Pollock, Mexico; Sam Smith, Bunceton; Otto Volkmann, La Due; C. B. Wright, Tuscarria; W. F. Westhoff, O'Fallon; Cecil Wayland, Carrollton.

## New Secretary of Missouri Ass'n.

At the recent convention of the Missouri Grain Dealers Ass'n at St. Louis it was made known that D. L. Boyer has resigned as sec'y of the Ass'n to become connected with and interested in the J. L. Frederick Com'isn Co., at St. Louis.

M. U. Norton was appointed to succeed Mr. Boyer as sec'y at a meeting of the board of directors held on the evening of Feb. 20.

Mr. Norton was for 7 years a traveling solicitor for the E. D. Fisher Com'isn Co., of Kansas City, representing the firm in Nebraska, Kansas and Iowa.

More recently he has been in the service of Uncle Sam as a member and acting sergeant of the 30th Machine Gun Battalion of the 10th Division. He was stationed at Camp Funston during his training period, and just before the signing of the armistice he cancelled arrangements to enter upon a course of training for a commission in order that he might proceed overseas with his organization. They were upon the Atlantic Seaboard, ready to embark, when the Hun quit. Mr. Norton was honorably discharged from the service Jan. 29.

He will enter immediately upon the duties of his new office, continuing the office at Mexico, Mo.

THE OFFICE of John J. Stream, head of the coarse grain division of the food administration, is closed and locked because there is no more work to do. He says that only a few food administration officials are now on duty looking after certain commodities still under restrictions which will be consolidated with the New York food administration bureau. The few restrictions remaining will be removed shortly as the tendency will be to get back to a pre-war basis as soon as possible.

## The 1919 Wheat Crop.

BY A. L. SCOTT, PITTSBURG, KAN.

A great deal has been said and written with reference to the President's proclamation guaranteeing the 1919 wheat crop. The various views expressed are interesting and merit thoughtful consideration.

Farmers often express doubt as to whether they will receive the guaranteed price for their wheat. Such conjectures are wholly unwarranted. This government never has and never will repudiate any of its obligations. The president pursued the proper course in setting the price. In his proclamation he called attention to the possibility of such conditions as now confront us. The world war situation, however, was the basis of his action. All doubt as to the government carrying out its promise should be set aside as every obligation will be discharged both to the spring wheat farmer and to the winter wheat farmer.

As to the best method of handling the 1919 wheat crop. In my opinion, the government should handle the 1919 wheat crop with its present organization, the U. S. Grain Corporation. It should be handled similar to the 1917-18 crops, but with such modifications as conditions may warrant or demand. My reasons may be thus summarized:

(1) The U. S. government having guaranteed a certain price, it is only consistent with good business practices and common sense that the government dictate the handling of the crop. Undoubtedly the government has a priority right in the matter of marketing the wheat crop. No business house would care to guarantee the price on even a specified amount of any commodity without the privilege of saying when, where and how that commodity should be marketed.

(2) The U. S. government has already the organized machinery in the personnel of U. S. Grain Corporation and it would be foolish to abandon this organization to build up another.

(3) If the plan should be put into effect (but it won't be) to allow the wheat to sell in the open market and the government reimburse the farmer direct it would require an army of auditors to check up the various settlements with farmers and to protect the government against mistakes and frauds. Such a policy contemplates the government standing aside without anything to say, though footing the bill in the long run.

(4) If such a policy were put in effect as suggested in No. 3, namely, to sell at the dictates of the market and the government pay the farmers the difference in cash, we would see a range of values of perhaps seventy-five cents to one dollar per bushel on the 1919 crop. While the grain trade would not be responsible for such wild fluctuations yet the trade would surely bear the odium of such trade conditions. Our industry would probably invite such criticism as the packers are now receiving and in our case without cause or justification.

My conclusion is that the government should authorize the Grain Corporation to handle this crop and allow Mr. Julius H. Barnes to stay on the job and without doubt the farmer, the grain dealer, the miller and the public will receive just and equitable treatment.

The views submitted herein are probably at variance with those of many able members of the grain trade. It may be stated, however, that out of the various sentiments expressed throughout the

country, and by various interests, a wise plan will be evolved and while the question is considered from various standpoints, yet it will be viewed as a whole.

ARGENTINE products worth \$200,000,000 will be purchased by the British Royal Commission which will be paid for in 5 per cent bonds. Commodities included are wheat, corn and oats, meats, wool and hides. The minimum export price of Argentine wheat has been fixed at \$12.50 per 100 kilos, approximately \$1.55 American money. Exports of corn will be prohibited if purchased under \$6.50 per 100 kilos, without bags, f. o. b. which is approximately 74 $\frac{1}{4}$  per bu. in American money.

FAMINE HYSTERIA in 1917 scared many. General Hoover, J. Ogden Armour and others predicted publicly that wheat would go to five dollars and famine ensue, unless people economized. The psychological effect was bad. Many innocent people stormed the mills and demanded flour. People loaded up and wheat advanced a dollar in a month. Foreign governments competed against each other for all offerings. We urged farmers to part with their surplus and not to expect any famine. Many did, but some were hogs and had their bristles clipped. They accepted dollar less soon after. Hysterias are dangerous. Beware!—C. A. King & Co.

## Improved Cars for Transporting Grain.

BY JOHN DOWER, SUPERVISOR OF WEIGHTS, ST. LOUIS.

The accompanying illustrations show types of U. S. Government Administration box cars recently built at St. Louis, and one of them, Car No. 17508 W. P. was built at Mt. Vernon, Ill., car shops under the direction of W. G. McAdoo, Director General of Railroads. Observe the grain which has been jarred from the pockets and ledges of lining.

There has been for some time considerable contention by the shippers of bulk grain to the effect that the old type box car is not adequate and in many instances, as a result of what might be termed inherent defects of construction, does not carry grain to destination without leakage. That this is accepted as true is being manifested by the effort made to remove at least one of the recognized hazards by sealing with a metal strip the sheathing of old cars at side and end sills, and it has been recommended by the Administration that this improvement be made on all old cars when sent to shop for repairs. This, of course, is a big task which will take many years to complete; however, the new double sheathing box car is being equipped in this manner and will assist towards remedying this defect.

Recently we have been gathering data



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relative to grain carrying efficiency of cars in use and find that the single sheathing car is very much favored by grain and flour shippers. We have noticed quite a difference in loss favoring this type of car in a recent large movement of grain between two terminal markets. This difference is noticeable to such an extent that we are forced to believe there is much loss of grain from the double sheathing cars which is never accounted for at point of unloading; besides this, we frequently receive reports that more than 100 lbs. of grain have been found locked in the pockets of the double sheathing car and left there from former loads. In addition to this there are many crevices and offsets where grain is secreted in this car when apparently thoroly clean and it remains until such time as impact with other cars occur, and this will amount to from five to twenty pounds according to interior condition of car.

It is apparent that this defect has been somewhat removed in the new double sheathing car but still exists in a measure and will grow worse as the car becomes worn from use. It will be noticed there is a large difference in the construction of these cars and particularly the interior, and that it is very evident from the appearances the single sheathing car comes very near being 100% in efficiency as a grain carrier.

The sides and ends of car C & N-W 144430 are formed of heavy boards placed inside the posts, so no pockets are formed for grain to lodge.

THE PLACING OF AN EMBARGO by the United States against any shipments of wheat from any part of the British Empire as a retaliatory measure against the embargo by Great Britain on American manufactured goods was urged by members of the senate during the debate on the Weeks resolution which asks the state department for information as to what is being done to combat the British restriction. The resolution was put on the calendar for further consideration.

## Minnesota Co-operative Ass'n Meeting.

The twelfth annual convention of the Farmers Grain Dealers Ass'n of Minnesota was held at Minneapolis, Feb. 18, 19 and 20, at the West Hotel. Mayor Meyers of Minneapolis gave the address of welcome, the response being by H. R. Meisch, president, of Argyle.

The program which was made up of live current topics stirred up spirited discussions among the large number of dealers present.

Among the principal speakers were General Counsel Clifford R. Thorne of Chicago, H. N. Owens, E. H. Sherwood, sec'y of the Community Mills Ass'n of America, C. H. Eyler, Sec'y Farmers Grain Dealers Ass'n of South Dakota and others interested in co-operative movements.

The sessions were held in the New Garden Theater. Mr. Thorne's subject was government ownership of railroads and he charged that the Director General is exercising arbitrary and despotic powers; that differences between carriers and shippers are being settled without giving the shippers a hearing. He also disapproved of the general mileage rate schedule and favored the immediate return of the roads to private ownership.

The subject of trading in grain for future delivery, a bill now being before the legislature, provoked a lively discussion and a great many gave it as their opinion that any legislation eliminating it is unwise, the following resolutions to that effect being adopted:

### OPPOSE ANTI-FUTURE TRADING LEGISLATION.

WHEREAS, There is under consideration by the Minnesota State Legislature at present a bill known as House File No. 126, which would destroy future trading in the State of Minnesota, and would deprive the farmers' elevator companies, country millers, etc., in Minnesota and the Dakotas, of the opportunity of hedging their purchases of grain in Minneapolis or Duluth, forcing them to assume the speculative risk which they now avoid through hedging sales for future delivery in these markets; or it would force them to hedge their purchases of grain in Chicago, Mil-

waukee, Kansas City, St. Louis and other markets, in which they would not be able to make delivery; these hedging operations being, of course, very much more dangerous, and being in fact unsafe hedges on account of the inability to deliver the grain hedged in the markets where the hedges are placed; and

WHEREAS, This bill aims to prevent short selling, and is entirely inconsistent, in that it aims to prevent speculative future trading which might decrease the price to the producer, but favors speculation which might advance the price to the consumer; this law being so inconsistent might be declared unconstitutional on account of the effort to favor one class as against another; it being in fact class legislation of the most vicious character; now, therefore, be it

RESOLVED by the Farmers Grain Dealers Ass'n, in convention assembled, by House File No. 126, is unwise and unjustified legislation, and directly against the best interests of the producers and farmers' elevator companies of the State of Minnesota.

### OPPOSED TO ANY CHANGE IN SYSTEM OF SAMPLING.

WHEREAS, There is under consideration by the Legislature of Minnesota a bill, House File No. 94, for an act providing that sampling of all cars of grain shall be done by employees of the Railroad and Warehouse Commission, and

WHEREAS, It is further proposed that none but employees of the Railroad and Warehouse Commission shall be allowed to break the seals of any car of grain subject to state inspection, prior to the delivery thereof, and

WHEREAS, Under this proposed legislation there is taken from the country shipper the protection which he now enjoys by the present system, whereby the sample for inspection and grading is drawn by an employee of the Railroad and Warehouse Commission, and the sample by which the grain is sold is drawn by a disinterested sampling bureau, and now therefore, be it

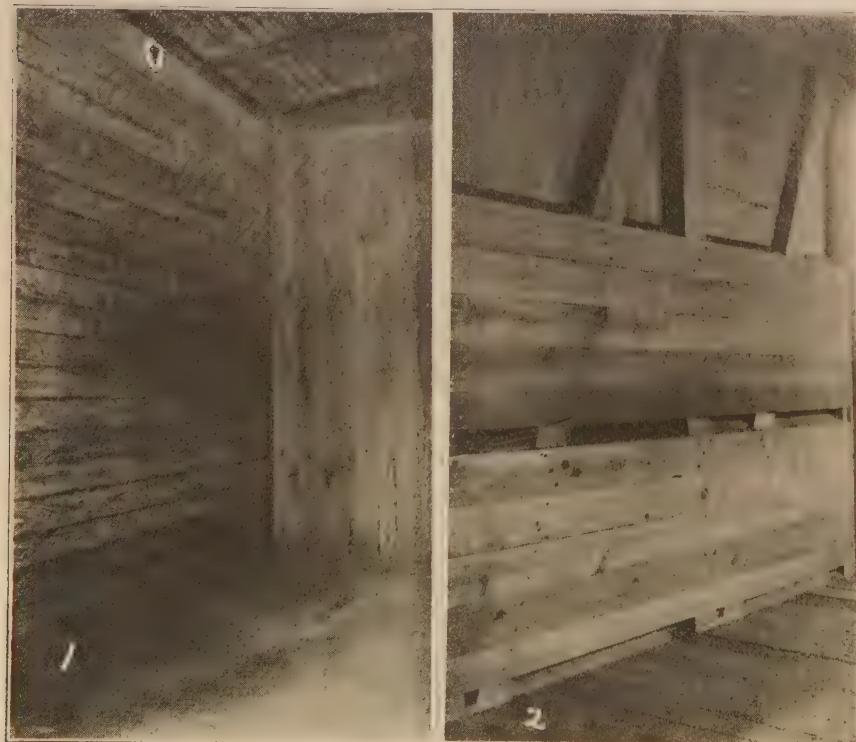
RESOLVED by the Farmers Grain Dealers Ass'n of Minnesota, in convention assembled at Minneapolis, that the proposed legislation represented by House File No. 94, is undesirable legislation, and against the best interests of the producers and farmers elevator companies of Minnesota, and we respectfully urge that the present system be not disturbed.

Other subjects discussed included corporation, excess profits taxes, dividends of farmers elevator companies, bonding of managers and new laws.

The visitors were entertained at a banquet by the Minneapolis Grain Commission Merchants Ass'n the evening of the 19th at Donaldson's tea rooms, several hundred being in attendance. H. D. Gee, president of the Ass'n, welcomed the guests and acted as toastmaster. B. F. Benson of the Chamber of Commerce added the welcome of the body he represented. Corporal Sicora, who was at Chateau Thierry, told of his experiences and Rufus R. Rand told stories of happenings while he was member of the Lafayette Escadrille Flying Corps. There was plenty of music and a patriotic address.

The election resulted in the re-election of the old officers—H. R. Meisch, of Argyle, pres.; Adam Brinn, Stewardville, sec'y and treas., and A. O. Lunder of Slayton, vice-pres.

WHEAT, corn, oats, rye, barley, peanuts, cottonseed, cottonseed products, wheat mill feeds, corn meal, hominy, malting barley or other grains, are among the articles on which the license provisions of the Food Control Act are still in effect. Licenses are cancelled and are no longer required in the case of dried beans, peas or pea seed, or feeds from any of the following commodities, or feed, or feed ingredients: Buckwheat, kafir, milo, feterita, spelt, emmer, millet, grain and seed screenings, linseed oil cake, linseed oil meal, beans, peas, dried brewers' and distillers' grains and tankage.



Improved Grain Cars. [See facing page.]

# Grain Trade News

## ARKANSAS

Fort Smith, Ark.—At its annual meeting the Durrett Flour & Grain Co. increased its capital stock from \$20,000 to \$50,000. Sherman Durrett was elected sec'y-treas.

Blytheville, Ark.—The Sheppard Grain Co. incorporated; capital stock \$30,000, all subscribed. Officers are: E. E. Sheppard, pres.; C. E. Crigger and R. E. Ross, directors.

Little Rock, Ark.—A new hay, grain, flour and feed concern has been opened here by Gus Capel and E. L. Stockton. Mr. Capel has just returned, after 14 months of service with the army, as inspection officer of the government's hay and grain, part of the time. Mr. Stockton was formerly with the S. P. Davis Grain Co.

## CANADA

Clandeboye, Ont.—The Clandeboye Elvtr. Co. has sold its business.—B.

Appin, Ont.—R. E. McDonald is making plans for the construction of a grain elvtr.

Sardis, B. C.—The A. P. Slade Co. is erecting a two story grain elvtr. at a cost of \$4,500.

Calgary, Alta.—The Calgary office of the Vancouver Milling & Grain Co. is closed.—A. E. Sheffield.

Winnipegosis, Man.—Plans have already been made for the erection of a grain elvtr. here this spring.

Port Arthur, Ont.—The old Canadian Northern Elvtr., which was being torn down, caught fire Feb. 20 and was destroyed. There was no grain in the building.

Prescott, Ont.—The Prescott Elvtr., which has been closed for the past few years, will possibly be operated again this year. The elvtr. is owned by the Montreal Transportation Co., and may be made a transfer point for grain from western Canada.

Toronto, Ont.—The Bank of Toronto has elected to its board of directors the following Canadian grain dealers; John L. McFarland, of Calgary, Alta., pres. of the Alberta Pacific Grain Co., Ltd.; and W. R. Bawlf, of Winnipeg, pres. of the Bawlf Grain Co.—B.

Kingston, Ont.—L. L. Henderson, vice-pres. and mgr. of the Montreal Transportation Co. has announced that the company's plant here will be closed shortly for an indefinite period. The plant will not be moved, and upon the completion of the new Welland Canal, and dredging of Kingston harbor, the elvtr. will again be put in operation.

## WINNIPEG LETTER.

The Winnipeg Grain Exchange has advanced commission rates to the level with Chicago, \$7.50 per 5,000 bus.

T. P. Scott, mgr. of the Federal Grain Co., died of pneumonia recently. He was 31 years old, and was born in Edinburgh.

Col. Eugene Houghton, former member of the Winnipeg Grain Exchange, who distinguished himself at the front, and especially when he led his machine-gun section to the relief of the famous "Lost Battalion" in the Argonne forest, visited the Grain Exchange recently, and was given a most resounding welcome.

## COLORADO

Darlow, Col.—The Farmers Union, having completed its organization, expects to build a 12,000-bu. elvtr. here.

LaFayette, Col.—With the assistance of C. V. James, state organizer, the Farmers Union has completed its organization, and is planning to build a 20,000-bu. elvtr. here.

## IDAHO

Nampa, Ida.—The Farmers Society of Equity is considering the building of a new flouring mill and grain elvtr. here. Its plans call for a 100-bu. mill, to cost between \$25,000 and \$35,000.

## ILLINOIS

Dwight, Ill.—The new office of the Farmers Elvtr. Co. is practically ready for occupancy.

Esmond, Ill.—M. C. Simpson, formerly mgr. of the Farmers Elvtr. Co. is no longer located here.

Sycamore, Ill.—Sycamore Farmers Elvtr. Co. is being organized and will be capitalized at \$25,000.

Brownstown, Ill.—The Farmers Equity Elvtr. Co. has bought the elvtr. of the Griffith Bros. Co.

New Douglas, Ill.—We are going to install a receiving grain separator in our elvtr. here.—Prange Milling Co.

Haldane, Ill.—The capital stock of the Haldane Farmers Elvtr. Co. has been increased from \$10,000 to \$15,000.

Sparta, Ill.—The farmers of this vicinity held a meeting recently to discuss the matter of building an elvtr. here.

Owaneco, Ill.—The farmers of this locality have begun a movement to organize a farmers' elvtr. company here.

Chatsworth Ill.—The grain elvtr. and retail grain and coal business of DeLaney & Fallon has been sold to Koehler Bros.

Niantic, Ill.—The Niantic Farmers Elvtr. Co. contemplates building a new office and warehouse in the spring. G. W. Morrison is mgr.

Kewanee, Ill.—At a recent meeting of the Farmers Elvtr. Co., it was decided to increase the capital stock from \$15,000 to \$30,000.

Alexis Junction, Ill.—The grain elvtr. owned by Ed. Beggs, burned Feb. 2, with 1,900 bus. of grain. The loss is covered by insurance.

Foosland, Ill.—Have just finished covering our entire elvtr. with asbestos roofing and siding.—Foosland Grain Co., R. S. Ritchie, mgr.

Greenville, Ill.—Our elvtr. has not yet been rebuilt, but we expect to build before another wheat crop.—Greenville Equity Exchange.

Decatur, Ill.—The new Suffern-Hunt mill, of the American Hominy Co., is six stories in height, and a substantial addition to the factory.

Utica, Ill.—The Utica Elvtr. Co. announced at its annual meeting that its business will hereafter be conducted under the co-operative plan.

Streator, Ill.—The King Farmers Elvtr. & Milling Corporation was authorized by the sec'y of state Feb. 11 to sell \$200,000 of common stock in Illinois.

Donnellson, Ill.—The farmers of this locality have already completed an organization for an elvtr., and Fillmore and Witt are planning to do likewise.

Millerville, Ill.—J. J. Connerly has sold his elvtr. and grain business here to O. E. and C. S. Clark of Assumption for \$20,000. possession to be given at once.

Milmine, Ill.—Milmine Grain Co. incorporated; capital stock \$20,000; incorporators, F. O. Lefever, J. J. Crook, Charles Eaker, D. P. Tyman, S. E. Funk.

Robinson, Ill.—We have purchased the Shoffstall Feed Store and established a branch office here. There is no elvtr. in Robinson.—Miesenhelder Bros., of Palestine.

Chrisman, Ill.—The elvtr. of the Hartley Elvtr. Co., was destroyed by fire recently. Loss of about \$15,000 practically covered by insurance. Estimated loss on grain about \$5,000.

Lincoln, Ill.—The West Lincoln Farmers Grain Co., incorporated, capital stock \$25,000; incorporators, Frank E. Flick, Robt. M. Barry, Wm. Behm, Herman Schwartz and O. M. Kiest.

Villa Grove, Ill.—The T. D. Hanson Elvtr. has been bought by the Farmers Elvtr. Co., possession to be given March 15. Failing health made it necessary for Mr. Hanson to retire from business.

Crescent City, Ill.—Crescent City Farm Elvtrs. incorporated; capital stock \$15,000; incorporators: Fred G. Nightangle, P. A. Hatwood, Theodore Rake, Thomas J. La-bounty, John H. Meyers.

Morrisonville, Ill.—The Morrisonville Farmers Co-operative Co. incorporated; capital stock, \$20,000; incorporators, John J. Murphy, H. L. Vancil, Ray Beaty, Wm. F. Langdon, G. J. Bronaugh.

Dunkle, Ill. (Pana p. o.)—The officers of the Dunkle Grain Co. are: H. H. Tripp, pres., L. A. Tripp, sec'y-treas., and Elmer Tripp, mgr. This plant was formerly owned by James F. Umpleby.

Bement, Ill.—At a recent meeting of the Pement Grain Co. it was voted to change the company from a corporation to a co-operative ass'n. Capital stock was increased from \$20,000 to \$30,000.

Dundee, Ill.—The Farmers Co-operative Elvtr. Co. has increased its capital stock to \$25,000, and has purchased the Westerman & Schmeitz feed, coal and lumber business.—Chas. E. H. Tuttle, mgr.

Hudson, Ill.—E. J. Finley has let the contract for a 25,000-bu. elvtr. to Geo. A. Saathoff, who will take down the old elvtr., and erect a six-bin cribbed, iron clad elvtr. Two legs and motor power will be used.

Eldorado, Ill.—A \$20,000 co-operative elvtr. is to be erected here by farmers of this locality. The financial com'ite is composed of T. W. Overton, A. J. Gates, T. W. Sutton, J. P. Collins and J. L. Boyd.

Peoria, Ill.—Clark Grier, formerly a member of the Consumers' Grain Co., and for the past few months buyer for a Terre Haute industry, heads a new firm which will be known as the Grier Grain Commission Co.

Bloomington, Ill.—The first meeting of the creditors of L. E. Slick & Co., who have been adjudged bankrupt, will be held at the county court room, Bloomington, Feb. 26.—E. A. Perry, special Referee in Bankruptcy.

Serena, Ill.—The Co-operative Grain & Supply Co. incorporated; capital stock, \$30,000; incorporators, E. E. Bernard, Geo. H. Bernard, Leon J. Dondanville, J. E. Kember, Arthur Ness, E. R. Dudgeon, and Francis Sebby.

Stronghurst, Ill.—I have left the Metcalf Farmers Elvtr. Co., at Metcalf, Ill., and have succeeded D. R. Warren, who has had a nervous breakdown, as mgr. of the Stronghurst Grain & Merchandise Co.—G. B. Warren, mgr.

East St. Louis, Ill.—The Acme Elvtr., which burned a year ago, will not be rebuilt. The Security Elvtr., formerly owned by Goff & Carkener, has been bought by Veninga & Smith, and is now operated by that firm.

Streator, Ill.—I will leave the grain business to take up a new line, not because of any fault I find with the grain business, but because I feel that the change is worth making. I have never worked for a firm that I liked as well, or that treated me as well, or that treated me as fairly as Simons, Day & Co., and it is with regret that I leave it. Dan H. Slattery is my successor. He has been my operator for over six years.—Dean L. Moherley.

# The GRAIN DEALERS JOURNAL.

Willeys sta. (Taylorville p. o.), Ill.—The recently incorporated Willeys Farmers Grain Co. has bot the elvtr. of Twist Bros., Ober Livergood, and others are interested in the new organization, which has a capital stock of \$20,000.—X.

Rantoul, Ill.—Wm. A. Komnick is still in the U. S. service, and stationed at Fort Sill, Okla., as Regimental Sergeant-Major. He no longer has any connection with our firm, his interest having been taken over by F. L. McAtee.—L. E. McAtee & Co.

Momence, Ill.—The Momence Farmers Elvtr. Co. incorporated; capital stock \$15,000; incorporators, M. A. Denton, I. F. Hurst, Geo. Boubreau, Robert M. Woods, and Nels Christianson. The new company will deal in coke, lumber, brick and grain.

Greer (Wellington p. o.) Ill.—W. W. Boughton, after ten years with the firm of Swartz & Boughton, will withdraw March 1. Mr. Boughton will take a month's trip through the south, and then re-enter the grain business at some other place.

Roanoke, Ill.—The contract for the elvtr. of the Roanoke Farmers Ass'n has been let to L. N. Cope & Son. The elvtr. will be re-inforced concrete, and have a capacity of 65,000 bus., and will cost about \$25,000. It will be located on the Santa Fe, not far from Pekin.

La Fayette, Ill.—At a recent meeting here, for the purpose of organizing a farmers elvtr. company, E. B. Snyder was appointed chairman, and Asa White, sec'y. It was voted to make the capitalization of the new company \$20,000, divided into 200 shares of \$1,000 each.

Tabor, Ill.—The 75,000-bu. elvtr. of the Tabor Co-operative Co. has been completed and placed in operation. The house contains 12 bins, and is equipped with two engines, one of 15 h. p. and the other of 25 h. p. Ballinger & McAllister were the contractors.

Sabina, Ill. (Monarch p. o.)—W. N. Walters & Co. will build a 7,000-bu. capacity elvtr. Geo. A. Saathoff has the contract. This will be modern plant, with galvanized iron siding, and iron roofing, two elvtr. legs, 2,250 bu. Richardson Automatic Scale, ten ton wagon scale. Motor power will be used, and all machinery will be up-to-date.

Knoxville, Ill.—South Grain Lumber & Supply Co. incorporated; capital stock \$100,000; incorporators, J. C. South, F. Wilson and E. E. South. This company succeeds the J. C. South Grain Co., Knoxville, Ill., and operates elvtrs. at Surrey, Cameron, Ormonde, Saluda, Monmouth and Galesburg.

Peoria, Ill.—The banquet and smoker of the members and employees of the Peoria Board of Trade, which took place in the palm room of the Jefferson hotel, was a most interesting affair. Albert Smith, prominent member of the Chicago Board of Trade, and active leader of the Good Fellowship club of that city, was principal speaker of the occasion.

Hillsboro, Ill.—The farmers here have decided to organize a farmers elvtr. Co., and erect a concrete elvtr. near the Big Four and C. & E. I. tracks. The new company will be organized with a capital stock of \$20,000. Seventeen stockholders have already subscribed for from 1 to 5 shares each. Commissioners appointed are: H. G. Patterson, Earl Blackburn, Geo. Frame, J. G. White, Lester Paden and Jas. W. Cress.

Rossville, Ill.—B. E. Morgan, mgr. of the Farmers Elvtr. Co. at Paxton, has purchased the grain elvtrs. of M. M. Prillaman & Co., and expects to resign his position at Paxton and move here March 1, to personally manage plants under the name of B. E. Morgan & Co. C. E. Bengtson will be mgr. for the Farmers Elvtr. Co. at Paxton. M. M. Prillaman & Co. still retain elvtrs. as Newport, Ind., and interest in McNeal & Prillaman Co. at Henning, Ill.

## CHICAGO NOTES.

A. W. Klappenbach, with Hales & Edwards Co., found the latter part of his name a little inconvenient at times, consequently has had it changed to A. W. Kay.

George A. Wheeler, veteran member of the Board of Trade, died at his home here on the 20th. He was eighty-two years old, and was born at Schenectady, N. Y., He leaves four children.

The large warehouse and elvtr. property at Cortland St. and the Chicago & Northwestern R. R., 232x384, and adjoining property, has been acquired by the Hales & Edwards Co. from the Northwestern Malt & Grain Co., stated price \$300,000.

Charles M. T. Stevenson, C. M. Hales, Sam B. Bass, Allan H. Crary, Ervin L. Roy, Siebel C. Harris, of Duluth, and J. P. Conley of Frankfort, Ind., have been elected to membership in the Board of Trade. The estate of Burt P. Munson and J. E. Brown, of Pittsburgh, have posted Board of Trade memberships for transfer. Application for membership on the Board of Trade have been made by Abe Cohn, Robert Burrows.

Robert Pringle, member of the Board of Trade, died at the home of his sister-in-law, Mrs. William Pringle, at Altadena, Cal., of an affection of the kidneys, on Feb. 11. Mr. Pringle was born in Seaford, Ont., in 1866, and has been in Chicago since 1881. He is survived by a brother, James Pringle, of Milwaukee. The funeral was held in the chapel at Forest Home cemetery, Milwaukee, Feb. 18. Eighty members of the Board of Trade attended the funeral.

J. H. Graham, pres. of Graham Bros. Co. of Durand, Ill., who was brot before Judge Hayes of the Municipal Court on a warrant sworn out by Thos. A. Harney, charging a conspiracy to extort money, was discharged, the court holding that there was no evidence against him. His agt., Walter F. Vehmeier, of Dakota, Ill., and his attorney, Richard Peterson, of Chicago, who were included in the charge, were also discharged from custody. The suit was a counter one, following a complaint previously filed in the Municipal Court by Graham Bros. against Harney Bros., of which firm Thos. A. Harney was alleged to be a member. The evidence offered was that Walter F. Vehmeier, agt. for the Graham Bros. Co. at Dakota, had sold two carloads of hay, amounting to \$387.37 to Harney Bros.; that the hay had been duly sold on the Chicago market, but that the money had never been paid to the shippers. After the discharge of Mr. Graham, Harney filed another suit against Graham, Vehmeier and Peterson, alleging \$25,000 damages.

## INDIANA

Bippus, Ind.—The new concrete elvtr. of O. Gandy & Co. has been completed.

Andrews, Ind.—The Farmers Equity Exchange has bought the elvtr. of A. Was-muth & Sons.

Blountsville, Ind.—I have sold my grain and implement business to H. L. Linville.—P. W. Millikan.

Huntertown, Ind.—The Huntertown Grain Co. has increased its capital stock from \$30,000 to \$75,000.

Rob Roy, Ind. Attica P. O.—Jacob Jones, late of the marine corps, has taken the management of the Jones Bros. elvtr. here.

Milford, Ind.—At a recent meeting a grange was formed with capital of \$25,000. An elvtr. will be built here or at Milford Junction.

Belshaw, Ind. (Lowell P. O.)—The Belshaw Farmers & Gleaners Elvtr. Co. may build a new elvtr. along the Monon in the near future.

Larwill, Ind.—The Larwill Grain Co. is talking about buying my elvtr., tho nothing definite has been done in the matter.—Geo. Ream.

Indianapolis, Ind.—The firm of A. E. and H. E. Hartley has opened a grain commission and brokerage business in the Board of Trade Bldg.

Kewana, Ind.—Mr. McConaughy, of the grain firm of Jordan & McConaughy has sold his interest to Mr. Baird, of Star City, and the firm will be Jordan & Baird.

Francesville, Ind.—The Farmers Elvtr. Co. has been placed in the hands of a receiver, with William F. Brucker, of Monticello, as trustee in charge of the business.

Ferdinand, Ind.—The milling business, formerly known as the Ben Bolte & Sons, and now as the Farmers Mill & Elvtr. Co., has been divided, and Gerhard Bolte is now proprietor of the mill.

Kingman, Ind.—Farmers Grain & Milling Co. incorporated; capital stock, \$25,000; directors, J. M. Whittington, Albert Sack-mire, Earl M. Myers, Robt. R. Tunin, Wm. Briggs, Hamilton Ratcliff, Everett Teague.

Earl Park, Ind.—Roy Wilkinson, mgr. of the Wolcott Grain Co., at Wolcott, Ind., has purchased Chas. H. Ruple's interest in the Flynn Grain Company's Elvtr., and will move to Earl Park and manage the business.

Lebanon, Ind.—The Boone Grain & Supply Co. incorporated; capital stock, \$50,000; directors, John N. Sicks, Erasmus Williams, B. F. Simmons, R. V. Snapp, Elmer T. Stark, Elmer W. Riddle, John M. Powell.

Star City, Ind.—The Star City Elvtr. has changed ownership. It was formerly owned by Jordan & Baird. I have purchased Mr. Baird's interest, and the new firm will be Jordan & Phillips.—J. C. Phillips.

Teegarden, Ind.—We will install electric power in April, and a 12½ h. p., 3-phase motor, changing from gasoline engine to this power. We will buy the motor, and will dispose of our 15 h. p. gas engine.—Miller & Roelke.

Jonesville, Ind.—The concrete foundation work of the large new elvtr. of J. P. Sohn has been completed, and the work otherwise is progressing. This elvtr. is to replace the one burned nearly a year ago, owned by H. Griffith.

Chase, Ind.—Efforts are being made to organize a farmers elvtr. Co. with a view to buying the Chas. Benedict elvtr., which has been in operation for several years. The same company of farmers are also considering an elvtr. for Talbot.

Indianapolis, Ind.—The following shippers have been elected to membership in the Indiana Grain Dealers Ass'n: Linwood Grain Co., Linwood; Haller Grain Co., Selma; Jordan & Phillips, Star City; Burkett Equity Union, Burkett.—Chas. B. Riley, sec'y.

Marshall, Ind.—The Rohn Bros. milling property, with the exception of the flouring mill, has been purchased by the Marshall Elvtr. Co., at \$4,500. The property is to be used for storing wheat and farming implements. Trustee Brown is pres., Owen Swain, sec'y. Edward Hobson, treas.

Craigville, Ind.—Our newly organized company took over the G. T. Burk Elvtr., which is on the T. St. L. & W. R. R. We will handle all kinds of grain, hay, seed, feed, etc. We may enlarge our plant in the spring. Our officers are Wm. Yager, pres., Aaron Moser, sec'y-treas., Gideon Gerber, gen'l. mgr.—Craigville Elvtr. Co. by Gideon Gerber.

Indianapolis, Ind.—Information that a number of grain elvtrs. and mills in this state are storing grain without filing rate schedules with the public service commission has reached the commission, and it has announced that all such businesses are required by law to file such schedules when they store grain for the public generally. It is believed that many of the estimated 800 elvtrs. and mills in the state are violating the law, and such violations are punishable by heavy fines, as less than fifty such businesses have filed schedules for storing grain.

## IOWA

Bussey, Ia.—I. G. Smock, mgr. of the Wilkin Grain Co. here, has been ill with the flu.

Grundy Center, Ia.—The farmers of this locality have organized a co-operative elvtr. co.

Zearing, Ia.—I have leased the elvtr. of Paul Peterson, and will run it myself.—F. A. Haase.

Woodward, Ia.—L. Stroup is mgr. for the Stokely Grain Co., which recently succeeded A. A. Cook.

Garden City, Ia.—Wm. C. Pickett is now out agt. here, E. J. Nelson having resigned.—Central Iowa Grain Co.

Pocahontas, Ia.—I have succeeded Frank Fitzgerald as mgr. of the Farmers Grain & Coal Co.—W. E. Bollard.

Red Oak, Ia.—The Farmers Mercantile Co. is to enter the grain business, and will buy or build an elvtr. here.

West Bend, Ia.—The capital stock of the West Bend Farmers Elvtr. Co. has been doubled, and is now \$20,000.

Schleswig, Ia.—We will incorporate, with capital stock of from \$40,000 to \$50,000.—Farmers Lumber & Grain Co.

Elliott, Ia.—Charles Kilpatrick has bot the elvtr. and coal business of Carson & Ploghoft, and has taken possession.

Sioux City, Ia.—The Western Grain Dealers Ass'n will hold its annual convention for 1919 here, Apr. 1 and 2.

Tennant, Ia.—In another month will know whether we will build or buy.—Fred T. Miller, pres. Farmers Elvtr. Co.

Arthur, Ia.—We will probably put in new scales and some repair work during the spring.—Arthur Co-operative Elvtr. Co.

Persia, Ia.—Farmers here have formed an organization for handling grain and live stock, and will probably buy or build an elvtr.

Kiron, Ia.—Wm. A. Strecker is mgr. of the Trans-Miss. Grain Co. here. The farmers elvtr. project did not go thru.—F. H. Diem.

Sioux City, Ia.—New rules and regulations governing trading are under consideration by the directors of the Board of Trade.

Toronto, Ia.—I expect to put in electric motor, new elvtrs., and some needed repairs, tho no big improvements.—August Willert.

Moran, Ia.—Meggs Cole is continuing as mgr. for the Stokely Grain Co., which recently succeeded A. A. Cook, purchasing his elvtr.

Wilton sta. (Wilton Junction p. o.), Ia.—F. E. Kaufman has bot the elvtr. of the Stockdale & Maack Co. Herman Jipp will have charge as mgr.

Pringhar, Ia.—Aug. Hillmer has discontinued the grain business, and our company has leased the old house for storage.—Chas. Pavlik, mgr. Pringhar Farmers Elvtr. Co.

Napier, Ia.—The Farmers Co-operative Co. has installed a combined sheller and cleaner of the portable type, which is entirely satisfactory.

Sioux City, Ia.—The Terminal Grain Corporation has let the contract for the engineering of its elvtr. to the Burrell Engineering & Construction Co.

Modale, Ia.—Raiph Hartsock, who was formerly agt. for Nye-Schneider Fowler Co. here, is now mgr. of the Farmers Elvtr. Co., succeeding Chas. Barnes as mgr.

Cedar Falls, Ia.—Sale of stock, in the Farmers Co-operative Grain Marketing Co. is going on, and it is believed that \$50,000 capital stock may be subscribed within a short time.

Eldora, Ia.—There is no farmers elvtr. located here, as reported in a recent Journal. F. J. Froning, and the writer, are the only people in the business here.—V. H. Vilmont.

Griswold, Ia.—The Elvtr. of Edward & F. Kirschner burned recently, with 2,500 bus. of oats and barley. Loss, about \$10,000, with but \$6,000 insurance. The plant is to be rebuilt.

Webster City, Ia.—H. Spurgeon, who sold his elvtr. at Correctionville to enlist in the army, has just been released from the aviation service, and has bought A. J. Froning's elvtr. here.

Cedar Falls, Ia.—The new Farmers' Co-operative Elvtr. Co. has a membership of 105, and subscription of the \$50,000 capital stock practically assured. Plans for the elvtr. building have been submitted.

Toronto, Ia.—I bought the small elvtr. of E. C. Hortsman (instead of August Willert, as previously reported), and expect to put in electric motor, new elvtrs., and some needed repairs, tho nothing big.—N. J. Edwards.

Walnut, Ia.—J. E. Olsen, for four years book-keeper for the Walnut Milling Co., has succeeded Chris. Boe as mgr. for the Rothschild Grain Co. Mr. Ingram, of Council Bluffs, takes Mr. Olsen's place with the Milling Co.

Atlantic, Ia.—The Rothschild Grain Co. in addition to the sales reported in last issue, sold its elvtr. at Hanson Heights to Gund & Sien, of Emerson, possession to be given on or before March 1. Gund & Sien will have main office at Atlantic.

Mondamin, Ia.—We have sold our elvtr. here to the farmers company. The farmers intend to remodel the building, and put in up-to-date machinery at once. Mr. Beaman will be their manager.—H. G. Shaffer, agt. Trans-Miss. Grain Co.

Grinnell, Ia.—We will not build, having bought a large two story brick building, 130 x 150, with full basement, just across the track from our office, and are remodeling it now. We expect to move office scales soon, and handle a large line of feed.—Farmers Elvtr. Co.

Stennett, Ia.—The Farmers Mercantile Co., which has conducted a co-operative store in Red Oak for the past ten months, has bought the general merchandise store, warehouse, grain elvtr., lumber yard and coal sheds of the Good & Sons Co., possession to be given March 1.

## KANSAS

Junction City, Kans.—J. A. Commons is now mgr. for Tyler & Co. here.

Kimball, Kan.—The elvtr. of C. Woodward has been purchased by Thomas Wells.

Turon, Kan.—W. H. Henning, mgr. and buyer of the Rea-Patterson Grain Co. has resigned.

Westfall, Kan.—U. L. Shelton is now mgr. of the Westfall Farmers Grain & Supply Co.

Sibley, Kan.—I am mgr. of the Douglas County Farmers Co-operative Ass'n.—Alvin Foster.

Herington, Kan.—The Farmers' Union is considering either remodeling or rebuilding its plant here.

Salina, Kan.—The Shellabarger Milling Elvtr. Co. will expend \$750 in remodeling its office building.

Sylvia, Kan.—A new warehouse is being built by the Sylvia Grain & Supply Co. for its mill products.

Baldwin, Kan.—The Douglas County Farmers Co-operative Ass'n has an elvtr. here as well as at Sibley.

Manhattan, Kan.—The Farmers Union has purchased the old E. B. Purcell Trading Co. elvtr. Z. R. Hook, Agt.

Kirwin, Kan.—The Farmers Union Cooperative Elvtr. & Shipping Co. has installed a Western Cleaner, No. 35.

Lancaster, Kan.—S. H. Hann is now mgr. of the Atchison County Farmers Union, having succeeded A. G. Hunt.

Haven, Kan.—The Farmers Grain Co. is building an addition, and making some repairs, to one of its elvtrs.—G. S. Bishop.

Brewster, Kan.—I have bought the J. M. Kellogg Estate Elvtr. here, and am operating it as present.—M. S. Mellor, Almena, Kan.

Bentley, Kan.—We will overhaul and repair our west elvtr. this spring, so as to be ready for a big wheat and corn crop.—J. A. Armour.

Assaria, Kan.—The directors of the Farmers Elvtr. Co. expect to increase the capital stock of the company. The company has in operation a 100-bbl. mill.

La Crosse, Kan.—We are installing an automatic scale and an electric motor in our elvtr., and will erect a warehouse, 16 x 40 ft.—J. L. Carter, agt. Red Star Mig. Co.

Topeka, Kan.—G. S. Ismert, mgr. of the Ismert-Hincke Milling Co., died at his home here on Feb. 10, of influenza. He was 27 years old, and leaves a wife and one child.

Bluff City, Kan.—The Red Star Milling Co. of Wichita, Kan., is going to put in a manlift and Richardson Automatic Scales in its elvtr. here.—A. C. Plumb, Red Star Milling Co.

Gypsum, Kan.—The Gypsum Valley Grain Co., of which I was a member, sold elvtr. to Farmers Elvtr. Co., and I am no longer in the grain business.—C. G. Bennett, Healy, Kan.

Arkansas City, Kan.—The eight new grain tanks, of the New Era Milling Co., erected at an aggregate cost of \$50,000, are in operation. The company now has capacity for 230,000 bus.

Nortonville, Kan.—J. W. Douglass, purchaser of our grain, feed and coal business here, will take possession about Mar. 15. I will remain here for the present.—C. C. Ragan, of Ragan Grain Co.

Salina, Kan.—George Freeman, who recently retired from the Weber-Freeman Milling Co., now the Weber Flour Mills Corporation, is owner of the Freeman Grain Co., which he is conducting.

Lyons, Kan.—Lon R. Prose, who for the past four years has been mgr. for the Ford Co-operative Exchange, has resigned his position, and accepted the position of mgr. for the Farmers Co-operative Union here.

Hutchinson, Kan.—The Reno Flour Mills Co. which recently built a concrete mill and elvtr. is excavating for the foundations of eight reinforced concrete grain tanks each to be 90 ft. high and 22 ft. in diameter.

Newton, Kan.—The Newton Milling & Elvtr. Co. has let a contract to the Sherman Engineering Co. for the erection of an additional story to its warehouse. This addition will be of brick and wood, 40 x 80 feet.

Bonner Springs, Kan.—The plant of the Tiblow Mills Co., operating an elvtr. will begin operation as a wheat mill about Mar. 15, with a capacity of 500 bbls. At a directors meeting held in Kansas City recently, J. B. M. Wilcox was elected pres.; J. P. Waldham, vice-pres.; Wm. Miller, second vice-pres.; Martin E. Ismert, sec'y; Walker Rayburn, treas.



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GRAIN COMMISSION  
MILWAUKEE

# The GRAIN DEALERS JOURNAL.

Sabetha, Kan.—An elvtr. ass'n of farmers has been organized here, with capital stock of \$15,000. It will either buy or build an elvtr. Directors are: Ed. Williams, Levi Stevens, A. F. McClanahan and Geo. Ross.

Saxman, Kan.—The Leonard Mill & Elvtr. Co. has increased its capital stock to \$150,000. The company's elvtr. capacity is also to be increased to 130,000. Work on the new addition will begin at once. S. M. Lewis is mgr.

Manhattan, Kan.—Plans for the building of a new elvtr. here, 20,000 bus. capacity, have been perfected by the Farmers' Union. Machinery for grinding corn, oats, barley, kaifir etc. will be installed; and the bins will be of cement and steel.

Andale, Kan.—The Andale Grain & Supply Co. incorporated; capital stock \$15,000; incorporators, Andrew Bogner, Melvin Strong, Frank Winster, all of Andale. This new firm bought the elvtr. and warehouse of the Otto Weiss Milling Co.

Madison, Kan.—We organized a short time ago, and expect to build an elvtr. of 15,000-bus. capacity, located on Santa Fe and Mo. Pacific R. R. We will install automatic weigher, grinder, drier, fully equipped, and hope to be ready to handle this year's wheat crop. W. C. Coffman, mgr. Farmers Elvtr. Co.

Caney, Kan.—I was formerly associated with A. D. Young, of Nowata, Okla., in the grain business, but recently became a partner, and mgr. in the A. D. Young Elvtr. Co. of Caney, Kan. We purchased the old elvtr. from the Caney Grain Co., and are remodeling the entire building, and will put it in first class shape by the coming season. We are re-arranging all machinery, and installing some new, putting in electric lights, and expect to use electric power.—Keith Pearsall.

## KENTUCKY

Sturgis, Ky.—The Tradewater Milling Co. is putting in an up-to-date mill for grinding meal, hominy and grits, and expects to be in operation Mar. 1. The new mill will cost about \$10,000, capacity 300 barrels a day.

## LOUISIANA

Sulphur, La.—The Sulphur Grain Co. incorporated; capital stock \$5,000; incorporators, Marion E. Goodman, Port Arthur, Tex., pres.; Jackson E. Josey, Port Arthur, Tex., vice-pres.; Rudolph C. Muller, Beaumont, Tex., treas.; Wiley H. Culpepper, Vinton, La., sec'y. It is a branch of the Vinton Grain Co.

## MARYLAND

Kennedyville, Md.—A new elvtr. with a capacity of 20,000 bus. is to be erected by J. G. Metcalf, a local grain dealer.

Myersville, Md.—Farmers Exchange will build a new elvtr., 24x50, capacity about 4,000-bu. Machinery has not been purchased yet. A. D. Flesk is mgr.—Farmers Exchange.

Gapland, Md.—Hamilton W. Shafer, age 59, operator of the elvtr. here, which burned a short time ago, died recently of blood poisoning. He leaves a widow and three children.

Myersville, Md.—Not only will the farmers elvtr., which was recently burned, be rebuilt, but the capital of the Farmers Mutual Exchange will be increased from \$10,000 to \$25,000.

## BALTIMORE LETTER.

Ferdinand A. Meyer, pres. of the Baltimore Grain Co., has been made a member of the Wheat Com'ite of the Baltimore Chamber of Commerce, and vice-pres. E. T. Shiel, Jr. elected a member of the board of directors.

Damages, amounting to \$667,521.21 were awarded Feb. 8, in the Federal Court of this city, by Judge Rose to the owners of the ships "Willem Van Driel, Sr." and "Wellbeck Hall," in libel proceedings against the Central Elvtr. Co. and the Pennsyl-

vania R. R., for loss sustained by these vessels at the big fire which destroyed the Canton Elvtr. No. 3, June 13, 1916. The responsibility for the damages being divided between the elvtr. company and the railroad company resulted in Judge Rose awarding the ship "Willem Van Driel, Sr." \$390,000, and the "Wellbeck Hall" \$274,121.23, to be collected from the defendant companies.

## MICHIGAN

Custer, Mich.—McGugan & Son, proprietors of the Custer Milling Co. have disposed of their business to L. U. Krieder & Son.

Detroit, Mich.—The machinery at the top of the Union Depot Elvtr. gave way, and crashed down thru the leg, narrowly missing several bystanders.

Charlotte, Mich.—The Square Deal Elvtr. Co. is assuming new activities. It is capitalized at \$50,000, and has secured an option on J. D. McLaren's elvtr., and will probably install a feed grinder. Officers elected are, Fred Tirril, pres., Fred C. Curtis, vice-pres., John May, sec'y-treas., Homer Jacques, Lewis Parr, Wilbur Martin, and Edward Upright, directors.

St. Johns, Mich.—At a largely attended farmers meeting, held recently at the Armory here to organize a Grange Co-operative Elvtr. Co., it was voted to make the capital stock \$40,000. About \$8,000 were paid up, and nine directors were elected. L. M. Ridenour, H. B. Huey, C. S. Herriot, Levi Greenwood, Andrew Henning, Ray Harper, Wm. Bearudt, John Hillar and G. F. Ottmor. Merit Ridenour was elected pres. of the ass'n.

Lansing, Mich.—The proposed constitutional amendment of Sen. Thomas McNaughton, which would authorize an expenditure by the state of \$5,000,000 for the construction of terminal warehouses, brought before the senate com'ite a force of elvtr. men in opposition. John Ketcham and James Helme, speaking in support of the resolution, claimed terminal warehouses, operated by the state, would have a tendency to stabilize prices, and put food to the ultimate consumer at a lower price.

## MINNESOTA

Warroad, Minn.—The Warroad Grain, Stock & Produce Co. recently suffered loss by fire.

Bongards, Minn.—I will be mgr. for the Farmers Co-operative Elvtr. Ass'n.—Jacob Mellen.

Plainview, Minn.—We have installed a cleaner in our new elvtr. here.—C. E. Richmond & Co.

Eyota, Minn.—The Iblings Grain Co. has dissolved partnership. H. W. Ibling will continue the business.

Viola, Minn.—We have installed a cleaner in our elvtr. at this place.—C. E. Richmond & Co., Plainview, Minn.

Kasota, Minn.—The William Rahr Sons Co. here, 80,000 bus. capacity, was sold a short time ago to the Cereal Products Co.

Mapleton, Minn.—Wm. Prenzlow has been made mgr. of the Equity Elvtr. Co., to succeed I. A. Lowens, who leaves Mar. 1.

Marshall, Minn.—The Atlas Elvtr. Co. is installing new scales. The T. E. Eberson Co., of Minneapolis, is doing the work.

Winona, Minn.—The Wm. Rahr Sons Co. elvtr. here, 150,000 bus. capacity, was recently purchased by the Cereal Products Co.

Marshall, Minn.—There is some talk of a new seed corn house being built by G. B. Cutter.—Paul Christenson, agt. Atlas Elvtr. Co.

Hadley, Minn.—The Hadley Farmers Elvtr. Co. has installed a new rope drive, and a man-lift in one of its elvtrs. G. H. Chapman is mgr.

New York Mills, Minn.—The erection of a new flour mill is being considered by the Farmers' Elvtr. Co., according to Chas. G. Hyry, of that company.

Ivanhoe, Minn.—The business of the Farmers Independent Elvtr. Co. is growing so fast that it is planning to build a modern new elvtr. It has only 25,000 bus. capacity at present. G. A. Pederson is mgr.

Duluth, Minn.—M. M. McCabe has been elected pres. of the Duluth Commission Merchants Ass'n; W. C. Mitchell, vice-pres.; H. J. LeBree, Wilbur Joyce and W. W. Bleeker, directors. W. C. Johnson was re-elected sec'y.

LeRoy, Minn.—The new Farmers Co-operative Elvtr. Co. will either buy or build an elvtr. here. It has elected the following officers: W. H. Spencer, pres., W. Armstrong, vice-pres., Geo. J. Malconson, sec'y. Robert Dick, treas.

Mapleton, Minn.—The farmers short course and seed show, to be held here Feb. 27, 28 and Mar. 1, promises to be one of the best in the state this year. Prizes of \$5,000 are to be distributed for best seeds, grains, grass, corn, etc.

Westbrook, Minn.—The Krueger Elvtr. has resumed operations, having been closed for several months. The plant will be under the management of Albert and George Krueger, until the return of Kurt Krueger, who is still in France.

St. Paul, Minn.—At a special meeting of the Pioneer Grain Co., called for the purpose, the name of the company was changed to Minnesota Milling & Cereal Co., and the capital stock increased to \$150,000, composed of \$75,000 preferred stock, and \$75,000 common stock.

Kensington, Minn.—We are re-organizing on the co-operative basis, and will build a new 25,000 bus. elvtr. in the spring. The Kensington Wheat Ass'n, one of the oldest in the state, goes out of business March 28, after 30 years, and the Farmers Co-operative Elvtr. Co. begins at once in its place. We intend to add other commodities to our own business.—Kensington Farmers Warehouse Ass'n, C. E. Higbie, mgr.

St. Paul, Minn.—The practically unanimous action of the Minnesota legislature in adopting the Babcock trunk highways plan, has made good roads advocates happy. The measure will now be up to the people of the state at the general election of 1920. The amendment provided for a net work of hard surfaced roads for about 6,700 miles, and authorizes the state to issue bonds at the rate of \$10,000,000 a year, not over \$75,000,000, to be outstanding at any one time. This to be paid by tax on motor vehicles, with the credit of the entire state back of the bond issue.

St. Paul, Minn.—The Welch track scale bill, and the Nelson grain sampling bill, are to be settled, in so far as the House grain warehouse com'ite is concerned. The Nelson bill will probably be postponed, since the com'ite has already recommended the passage of a bill that covers the matter. However, the com'ite wants to get the views of the state grain dealers on this bill, which provides for sampling buros maintained by the grain dealers. The Welch bill provides that scales be situated on the tracks, instead of the top of the elvtr., claiming that much grain is wasted in lifting it from the car to the scales, and that producers have to stand the loss.

## MINNEAPOLIS LETTER.

The business of the Hagen-Berg Co., Inc. has been taken over by the Hagen Grain Co. T. H. Hagen is pres., and H. W. Hellier, sec'y-treas., as under the old firm name.

J. C. Wyman, of the firm McDonald & Wyman Co., commission merchants, has returned from active service abroad, and while thinner, he says that he expects to get into business harness after a short rest.

The Fleishman Malting Co., recently acquired the large malting plant, formerly known as the Red Wing Malting Co., which includes six elvtrs. at nearby stations. Four of these are now opened. Mr. Chrise, formerly with the old company is mgr.

## MISSOURI

St. Joseph, Mo.—The Elwood Grain Co. is at present in process of liquidation.

Amity, Mo.—The Shannon Grain Elvtr. Co. has been sold to Thomas Harris and T. Payne.

Laclede, Mo.—The Jones grain, feed and coal business has been purchased by the Laclede Co-operative Co.

Gilman City, Mo.—The farmers here have bought the local mill and are considering the building of a new elvtr.

Braymer, Mo.—The Farmers Co-operative Ass'n has increased its capital stock \$10,000, and will build an elvtr.

St. Joseph, Mo.—Jesse Conrad Darby, of the Taylor Grain Co., has applied for membership in the St. Joseph Grain Exchange.

Marceline, Mo.—The engine room of the Marceline Elvtr. Co. is being remodeled, and is to be used for a machinery warehouse.

St. Joseph, Mo.—N. K. Thomas is now the assistant of Thos. J. Slattery, sec'y of the Grain Exchange. He will edit the daily Price-Current.

St. Joseph, Mo.—H. L. Dannon, of the St. Joseph Hay & Grain Co., had his wrist broken recently the result of an automobile come-back.

Osceola, Mo.—A movement is on foot here to erect a farmers elvtr. and warehouse, with a starting capital of \$20,000. I. W. Roberts is interested in the movement.

Bowling Green, Mo.—At a recent meeting of the stockholders of the Farmers Equity Exchange, shares were raised from \$100 to \$200. It was decided to build an elvtr.

Lamar, Mo.—Have recently built a grain warehouse 20x80 feet, and 18 feet high, completed a few days ago. Have not yet commenced building on elvtr.—Thomas Egger.

Prescott, Mo.—W. A. Cummins is planning to build an elvtr. at this place in connection with the Fort Scott Grain & Implement Co., the new plant to have a capacity of about 5,000 bus.

Jefferson City, Mo.—Representative Dunlap, of Davies county, has prepared a bill which will permit the forming of co-operative companies under less stringent laws than present corporation laws.

St. Clair, Mo.—An addition to the grain elvtr. of E. S. Max is in course of construction. It is to be used for handling flour and feed. Machinery for making corn meal will also be installed.

Lockwood, Mo.—W. M. Patterson, formerly with the Wilson Land & Grain Co., Mills, N. M., is now mgr. of the Farmers Grain & Live Stock Co. elvtr. here, F. H. Farris having resigned on account of ill health.

Versailles, Mo.—A new company, composed of Morgan county farmers, with a capital of \$25,000, has been organized and will erect an elvtr. in the spring. Members of the board of directors are: Joe O. Moore, Oscar Scott, H. E. Stockton, H. E. Sims, and W. K. Hunter.

Norborne, Mo.—We may possibly raise our elvtr. leg, so as to put automatic scales high enough to do away with the present system of loading out grain, and use the down spout or gravity system. We are considering also putting up a flour and feed room, and there is some talk of building a flour mill at some future time.—Farmers Elvtr. Co., Otto Oren, mgr.

St. Joseph, Mo.—The Gunnell-Windle Grain Co. has reorganized as the Great Western Grain Co., with an increase in capital stock from \$60,000 to \$100,000. The elvtr. on the Great Western tracks, in North St. Joseph, leased by the company, has been overhauled and modernized, and has a storage capacity 150,000 bus., and the capacity to handle 25 cars a day. The officers of the new company are: F. R. Windle, pres., A. D. McCubbin, sec'y, and J. A. Gunnell, gen. mgr.

St. Joseph, Mo.—George W. Carter is charged with embezzling \$10,000, as agt. of the Farmers Elvtr. Co. at Hepburn, Ia. The farmers handed him two checks in 1917, one for \$10,000 and another for \$4,000, to be used in grain speculations, it is alleged. And it seems that without having made any sort of accounting of his investments to the farmers, he notified them that they had lost their money owing to a sudden decline in price. The farmers claim that an investigation proved that Carter had not invested their money at all, and that upon their demand for the return of their funds, he filed a petition in bankruptcy. The farmers who are stockholders in the elvtr. company are Frank Otte, Louis Steve, Robert Brown, John Williams, B. J. Sunderman and Fred Roberts, all of Hepburn, Ia. Carter is pres. of the Geo. W. Carter Grain Co., and was expelled from the Grain Exchange more than a year ago.

## KANSAS CITY LETTER.

A new Hess Grain Drier at the Terminal R. I. Elvtr. has been placed in operation. It is of the largest type.

The Board of Trade membership of E. Lowitz has been bot by E. W. Wagner, of Chicago. The record price of \$12,500 was paid.

In a suit, brought to collect on an account for grain, judgment for over \$4,000 was given the Watkins Grain Co. here, against A. G. Olander, of Hooker, Okla.

W. H. Frezell, Jr., for the past nine years chief clerk in the sec'y's office, was named to fill the newly created position of assistant sec'y, at the meeting of the Board of Trade directors.

The Kansas City Board of Trade has another private wire, which was installed recently in the office of Hodgson-Davis Grain Co. The new wire is a correspondent connection with E. W. Wagner & Co. of Chicago.

Elvtr. men here, recognizing the order excluding the Railroad Administration from responsibility, have sent out notice that 70¢ will be charged for cooperating ordinary box cars, \$1.40 for automobile, refrigerator and double-door furniture cars, and \$1 additional for single bulkheads. The shipper is to be responsible for any leakages after cars leave the elvtr. tracks.

## ST. LOUIS LETTER.

F. S. Lewis & Co. have opened a branch office in the Pierce bldg., and will do a general grain and commission business. D. B. O'Connell is mgr.

A conveyor system, at the Central Elvtr. "B," owned and operated by J. H. Teasdale Com. Co., for shipping grain by barge, has just been completed. James Stewart & Co. did the work. The conveyor gallery is about 350 feet in length, and can load barges at the rate of 18,000 bus. per hour.

The following have been posted for membership in the St. Louis Merchants' Exchange: B. A. Gililand, F. S. Lewis, who recently opened a branch office in the Pierce Bldg., under the management of Denny O'Connell; William F. Walker, O. V. Ester, Joseph E. Flynn, W. A. Lamson, of Lamson Bros & Co. Chicago; Julius Peterson; John G. Gorrie; J. K. Ginn; G. A. V. Brecht. Talton T. Francis has applied for membership to succeed his brother, David R. Francis, Jr., who is giving his time to the stock market.

## MONTANA

Rapelje, Mont.—F. S. Johnson is our grain buyer.—McCaull-Webster Elvtr. Co., by H. A. Stevens.

Bozeman, Mont.—Fred. W. McKay has been added to the grain department of the Bozeman Milling Co.

Dutton, Mont.—T. J. Cheetham, pres. and mgr. of the Farmers Elvtr. Co. has purchased the Cascade Milling Co.'s interest in the Farmers Elvtr. Co.

Great Falls, Mont.—Bids, March 15, for \$250,000 of bonds voted by the people for the construction of the terminal elvtr. here have been advertised for by the board of examiners.

Great Falls, Mont.—A bill involving the issuance of bonds in the sum of \$500,000 for the erection, or purchase, here of a state-owned flour mill, or mills, to be operated in conjunction with the state terminal grain elvtr., is to be introduced by Representative Arnold. The bill provides that after all necessary expenses have been paid, such food products shall not carry a profit of more than 2½ %. It is conceded that the dealer cannot sell the product upon so small a margin; therefore the management of the mill may fix the price to be charged dealers, and should the profits of the plant not be sufficient to meet the interest charges, and amount set aside for the redemption of bonds, an annual tax shall be levied upon all agricultural lands, not exceeding one half mill on each dollar.

## NEBRASKA

Shelton, Neb.—The Farmers Elvtr. is undergoing repairs.

Ceresco, Neb.—Eric Johnson has taken a position with the Latta Grain Co.

Wakefield, Neb.—Elbert Anderson is the new mgr. of the Farmers Elvtr. Co.

Grand Island, Neb.—I am opening a cash grain office here.—J. W. Biedent.

Sholes, Neb.—I am now working for the Slaughter-Prescott Elvtr. Co.—Wm. Fritzson.

Hardy, Neb.—The Farmers Elvtr. Ass'n at a recent meeting decided to rebuild its elvtr.

Ord, Neb.—Benjamin Geseking, mgr. for the T. B. Hord Grain Co. was married recently.

Chappell, Neb.—W. K. Triplett has accepted a position with the Farmers Elvtr. Co. here.

Rescue, Neb.—Emil Texel has succeeded G. E. Humlicek as manager of the Farmers Elvtr. Co. here.

Gandy, Neb.—The Farmers Co-operative Elvtr. & Shipping Co. has employed C. W. Hardin as mgr.

Ithaca, Neb.—The Farmers Union Elvtr. Co. is considering the matter of repairs and improvements.

Bookwalter, Neb.—The Farmers Elvtr. Co. has leased the elvtr. formerly owned by Potts & Colwell.

Firth, Neb.—S. E. Petz is now mgr. of the Farmers Grain & Elvtr. Co., succeeding J. G. Schwartz.

Buda, Neb.—C. A. Fleming has taken charge of the Farmers Elvtr. here, succeeding L. M. Sheldon.

Crete, Neb.—The Crete Mills is considering the erection of a new mill on its lots at the B. & M. depot.

Brady, Neb.—The Farmers Co-operative Co. has raised the necessary amount of \$7,000, for organization.

Friend, Neb.—The Farmers Union has signed a contract with the Central Granaries Co. for its elvtr.

Mead, Neb.—Henry Hanson will succeed John Eskelsen as mgr. of the Farmers Co-operative Elvtr. here.

Giltner, Neb.—W. O. Van Duesen is to succeed M. N. Otto, as mgr. of the Farmers Union Co-operative Ass'n.

Bookwalter, Neb.—I am now mgr. for the Farmers Elvtr. Co., of which Frank Smith is pres.—C. E. Cross.

Hordville, Neb.—A Mr. Coffee, of Cortland, will succeed Charles Campbell, as mgr. for the T. B. Hord Grain Co.

Sutherland, Neb.—Farmers will build an elvtr. here. Herman Meyan and W. H. Simmons are getting subscriptions.

Thedford, Neb.—There has been talk of building an elvtr., but I think the project has been dropped for the present.—X.

Lorton, Neb.—Carl Peterson has returned from training camp, and resumed the management of the Farmers' Union Elvtr.

Jackson, Neb.—J. C. Ryan, formerly a grain buyer for the John Weststrand Grain Co., is now local mgr. for the Atlas Elvtr. Co.

# The GRAIN DEALERS JOURNAL.

Franklin, Neb.—I intend to remodel my elvtr. here this spring, and will install considerable new machinery. — O. C. Thomas.

Overton, Neb.—J. E. Moore and Dee Brown are selling stock for the farmers elvtr. which is to be organized here in the near future.

Bennett, Neb.—The Farmers Union Co-operative Ass'n, incorporated, capital stock \$25,000; incorporators, H. W. Ehlers, pres.; D. O. Verity, sec'y.

Hallam, Neb.—I am now mgr. of the Farmers Grain, Coal & Lumber Co., which bought out the Wright-Leet Grain Co.—J. G. Schwartz, mgr.

Woodcliff, Neb.—O. W. Mitchell will succeed A. V. Moerker as mgr. of the Farmers Elvtr. here, Mr. Moerker having resigned on account of poor health.

Mullen, Neb.—The Farmers Union Co-operative Ass'n, incorporated; capital stock \$20,000; incorporators, Carl Smith, E. P. Erickson, W. H. Garrett, and Carl Little.

Guide Rock, Neb.—The Farmers Union Co-operative Co. is fixing up an office in its new warehouse, and moving its scales, so as to connect office and merchandise line.

Osceola, Neb.—We have sold our mill and elvtr. to Peter Nelson, and expect to give possession March 1.—Peterson & Peterson Mill Elvtr. Co.—Chas. F. Bell, mgr.

Auburn, Neb.—Officers of the Farmers' Union Co-operative Ass'n are: E. H. Ely, pres., Chas Lash, vice-pres., E. G. Lash, treas., John Mayor, sec'y.—R. K. Cline, mgr.

Tarnov, Neb.—The stockholders of the Farmers Elvtr. Co. have decided to change to the co-operative plan and to increase the capital stock to \$75,000.—F. W. Kusek, mgr.

Obert, Neb.—I have resigned my position with the McCaul-Webster Elvtr. Co., and will leave March 1. I do not know who my successor will be.—E. G. Kuffner, Co. Agrt.

Pender, Neb.—The Farmers Union Mercantile Co. has recently installed a new Richardson Automatic Scale, a new 10 h.p. Fairbanks Engine, and erected a new office building.

Hildreth, Neb.—We will buy a new cleaner this year. Wm. Keyser, formerly manager for the Anderson Grain Co., will take my place as mgr.—Farmers Grain & Supply Co.—W. O. Landau.

Clarkson, Neb.—The Farmers Union Co-operative Supply Co. is to build an elvtr. here. The contract for plans and specifications and purchasing of all equipment has been given the Sherman Engineering Co.

Hardy, Neb.—Definite arrangements have been made by the Farmers Union, to build an elvtr. The officers of the new Co. are: H. C. Anrand, pres., N. C. Hansen, vice-pres., J. W. Pecht, sec'y, J. P. Jensen, treas.

Hallam, Neb.—The Farmers Grain, Coal & Lumber Co., successor to Wright Leet Grain Co., expect to build a warehouse for flour in connection with its elvtr. J. G. Schwartz, who was formerly mgr., is back on the job.

Alliance, Neb.—O'Bannon Bros. have taken over the elvtr. formerly operated by Rowan & Wright. The new owners are now making plans for the building of a new elvtr. to take care of not less than 15,000 bus. of wheat.

Beatrice, Neb.—At a recent meeting of nearly 100 farmers of this vicinity, it was decided to organize a farmers elvtr. company, capital stock to be \$20,000, and membership limited to 150. About 75 farmers have subscribed stock.

Surprise, Neb.—We purchased the elvtr. from A. O. Duning, and have been in business since May 15 last. We are building an addition to our office, and expect to remodel elvtr. and add some machinery before harvest.—E. M. Brown, mgr. Farmer's Co-operative Grain Co.

Osmond, Neb.—A. Lundstrom, successor to Roy Canon, as agt., has again taken charge of the Coleson-Holmquist Co.'s elvtr.

Long Pine, Neb.—The Long Pine Farmers Co-operative Co. incorporated; capital stock \$95,000. Among the stockholders are: William Lamar, C. J. Frazier, Ed. Bolich and B. Ford.

Scribner, Neb.—The Farmers Co-operative Grain Co. will build a new modern elvtr. here of 75,000 bus. capacity. The R. M. VanNess Construction Co. has secured contract for furnishing plans.

## OMAHA LETTER.

After serving several months in the army, Carl Houlton is again with the Flanley Grain Co.

Kenneth Mead, returned from a year's service abroad, has resumed his position with Merriam & Millard.

Casco Milling Co., incorporated, capital stock \$40,000; incorporators: A. B. Elliott, E. S. Westbrook, C. L. Hillmer.

Lt. Francis Bewsher, having been honorably discharged from the army, will become associated with his father, A. H. Bewsher, of the Bewsher Grain Co.

Trading in futures in all kinds of grain, except wheat, has been resumed here; numerous large deals having been made in the March, May and July commodities.

Mrs. R. J. Southard, wife of R. J. Southard, treas. of the Nye-Schneider-Fowler Grain Co., died at the family home here Feb. 13. She had been ill about a year. Besides her husband, two sons survive her.

Charles T. Neal, vice-pres. of the U. S. Food Administration Grain Corporation, was the guest of honor Feb. 17, at a banquet given at the Omaha Athletic Club by members of the Omaha Grain Exchange, on the eve of his departure for Europe as Hoover's assistant. A beautiful gold watch was presented Mr. Neal by members of the Grain Exchange. About one hundred guests attended the dinner.

Chas. S. Borin, mgr. of the Borin Grain Co., has been missing since Feb. 6. Mr. Borin had a nervous breakdown last year, and since then has had repeated attacks, as a result of his nervous condition. Mrs. Borin claims that her husband's business has worried him greatly during the past few months. Mrs. Borin expects her husband to return home as soon as he regains his normal state. C. S. Borin and C. J. Harris on Feb. 19 were suspended from membership in the Grain Exchange.

## NEW ENGLAND

Leominster, R. I.—Benjamin F. Wood, grain dealer, died Jan. 2.

Providence, R. I.—Theodore N. Gates, a former grain dealer, died recently. He was in his 77th year.

New Braintree, Mass.—Earl D. Hastings has been made mgr. of the Cutler Co.'s newly opened grain store here.

Rochester, N. H.—The Farmers Buro is considering the matter of purchasing the feed mill and grain business of George E. Dean, and to form a stock company with general mgr.

Andover, Mass.—The John Shea Grain Co. is starting a branch store here. Paul Ward is mgr. The John Shea Grain Co. has stores in Lawrence, North Andover and Methuen.

Portland, Me.—It was announced recently that the plans for the development of the Grand Trunk terminal facilities at this port include the erection of a terminal elvtr., having a capacity exceeding 1,500,000 bus.

Ware, Mass.—The Ware Coal Co., dealers in grain, hay and coal, will be reorganized under a plan proposed by its principal stockholder, P. H. Provencal, whereby the stockholders will probably receive a substantial dividend. Mr. Provencal will assume active charge. The company owns elvtrs. on East St.—S.

Wakefield, Mass.—Curley Bros., grain dealers, are making additions and alterations to their elvtr. The new buildings will be of concrete and wood, and include a new office building. Power will be furnished by electric current.—S.

Richmond, Vt.—The Richmond Grain Co. incorporated; capital stock \$50,000; incorporators, F. H. Shepardson, pres., F. W. Shepardson, clerk, Geo. E. Bartlett, treas. This company is a continuation of the grain business formerly conducted by the Richmond Lumber Co.—Richmond Grain Co., Inc., by Geo. E. Bartlette, treas.

Providence, R. I.—Lemuel J. Osler, dealer in grain and hay, was killed by an accident at his plant Feb. 7. While he was endeavoring to stop a small leak in an overhead grain bin with a piece of burlap bag, several boards were torn away, allowing between 600 and 700 bus. of oats to escape. Mr. Osler was buried under this avalanche of grain and crushed to death. He was 69 years old, and leaves a wife and five children.

Pittsfield, Mass.—Eugene W. Paige, member of the New York Produce Exchange, and wealthy retired flour and grain broker, died of Bright's disease Feb. 2, at his home here. Mr. Paige had been in failing health since he lost the sight of his left eye in 1917. He was born in Cabot, Vt., in 1852, the son of a farmer. When but 18 years old he went to New York to work for T. E. Randolph & Co., grain brokers, and later became head of the firm E. W. Paige & Co.

## BOSTON LETTER.

Among recent new members elected to the Boston Chamber of Commerce are the following grain dealers: Wm. Shrank, of the Paty Schwartz Grain Co.; Henry L. Atwell, Park & Pollard Co.

Albert M. Russell, associated with the firm of Noyes & Colby, grain dealers, died at his home in Malden, after a brief illness developing from an infection from a boil on his face. Mr. Russell was but 29 years old, and was a member of the Boston Chamber of Commerce. He leaves a wife and daughter.—S.

The Boston Flour & Grain Co., composed of members of the Boston Chamber of Commerce, held its annual meeting Feb. 4. Officers elected for the year are: Frank E. Sands, pres.; George W. Eddy, vice-pres.; Warren G. Torrey, sec'y-treas.; Henry P. Van de Bogert Jr. and Harry N. Vaughn, executive com'te. The club has a membership of 150, all engaged in the flour, grain, hay, feed and allied trades.

The introduction of a bill in the Massachusetts legislature, regarding the acquisition of the trust stock in the Boston Chamber of Commerce, has resulted in that organization splitting into two factions, one favoring the bill, the other vigorously opposing it. The trust stock dates back to the formation of the Chamber of Commerce, when the grain board and the Boston Merchants Ass'n united, the Grain Board owning the big Chamber of Commerce bldg., and holding a majority of the trust stock, which the Chamber of Commerce officials are declared to be anxious to secure.—S.

## NEW JERSEY

Clifton, N. J.—The officers of the Clifton Cereal Mills Co. are: L. A. Viviano, pres.; J. N. Claybrook, vice-pres.; L. F. Orbe, treas.-gen'l mgr.; J. W. Messick, sec'y and sales mgr.—Clifton Cereal Mills Co., J. W. Messick.

## NEW YORK

Lockport, N. Y.—We have just completed an elvtr. and wheat unloading house. The work was done by Monarch Engineering Co.—Thompson Milling Co.

Albany, N. Y.—A bill, providing for a grain elvtr. to be built on Gowanus Bay, Brooklyn, at a cost of \$1,000,000, has been introduced in the state legislature by Sen. L. W. H. Gibbs.

Merrifield, N. Y.—Machinery is now being installed in the new concrete elvtr. of Scipio Patrons Supply Co., and the plant should be in operation Mar. 1.—Ellis W. Cady, Auburn, N. Y.

Buffalo, N. Y.—C. C. Lewis, who went to Minneapolis some time ago to become vice-pres. of the Gee-Lewis Grain Co., is back in Buffalo, and will look after the eastern trade for his firm.

Albany, N. Y.—Barber & Bennett, of Albany have incorporated under New York state laws, and will do business under the name of Barber & Bennett, Inc. in future. Ownership and management of the company remain unchanged.

Riverhead, N. Y.—Duck growers in eastern Long Island are organizing a \$200,000 company to handle grain and feed. Land has been contracted for, on which it is planned to construct an elvtr., holding between twenty and thirty carloads of grain.

New York, N. Y.—Charles MacWatty and John Flahive, for the past twenty years associated with the late Edward Beatty on the New York Produce Exchange, in the grain brokerage and forwarding business, conducted in Mr. Beatty's name, will continue the business under the firm name of MacWatty & Flahive, with offices in the Produce Exchange.

## NORTH DAKOTA

Hague, N. D.—Beckler Bros. elvtr., which was burned last December, will be rebuilt in the spring.

Hankinson, N. D.—The state owned elvtr., to be established by the present legislature, may be built here.

Chama, N. D.—The A. L. Martin Elvtr. Co. is closed at present.—E. Devans, mgr. Farmers Co-operative Grain Co.

Minot, N. D.—The North Dakota Farmers Grain Dealers Ass'n will meet in annual session here, March 4, 5 and 6.

Regent, N. D.—The Empire Elvtr. Co expects to rebuild the elvtr. which was recently burned. It contained 21,000 bus. of grain.

Parshall, N. D.—The Minnekota Elvtr. Co. has installed a new platform dump scale. The T. E. Ebberson Co. did the work.

Gackle, N. D.—The North Dakota Elvtr. Co. will build a new office and install a new engine some time during the coming summer.

Stampede, N. D.—St. Anthony & Dakota Elvtr. Co. closed past three seasons on account of poor crops.—Agt. Great Western Grain Co.

Derrick, N. D.—The Derrick Grain Co. has closed its elvtr. for the season, and Arthur C. Ellison, former mgr. for the company, is now at Grand Forks, N. D.

Parshall, N. D.—The Farmers Elvtr. Co. is installing an Ibberson Double Distributor, and making other improvements in its elvtr. The Ibberson Co. is doing the work.

Hampden, N. D.—W. E. Pickley has resigned as agt. for the Winter Truesell Ames Co., and Daniel Lee is now agt. for the company.—A. M. Haugen, mgr. Farmers Elvtr. Co.

Clementsville, N. D.—A co-operative elvtr. company has been organized here, and will either buy or build an elvtr. The officers are: Fred Flohr, pres., Bartlett Fried, vice-pres., M. Ackerman, treas.

Richardton, N. D.—The Richardton Roller Mills contemplates building a new elvtr., capacity 30,000 bus. John Schmidt will be mgr. The Richardton Equity Exchange expects to make considerable improvements on its elvtr. before the next crop starts to move.

## OHIO

Rockford, O.—J. D. Moser, senior member of the firm of Moser, Frisinger & Sons, died Feb. 8.

Toledo, O.—W. A. Rundell & Co. have gone out of business.

Brighton, O.—Brighton Farmers Elvtr. Co. incorporated; capital stock \$15,000; incorporators, C. D. Murray and others.

Mt. Blanchard, O.—The Farmers' Elvtr. Co. has put in a new Fairbanks-Morse Engine, to be used for running a new feed mill.

Toledo, O.—J. F. Zahm & Co., established in 1879, have issued an attractive circular commemorating their forty years of existence.

Fostoria, O.—The Farmers Elvtr. Co. has purchased from August Frank for \$23,000 the large mill property adjacent to the elvtr.

Briarcliff, O.—R. A. Stillwell is now agt. for John Wickenhiser & Co. I have resigned my position with the company.—N. P. Bennett.

Hicksville, O.—Chris Koch, who has been in charge of the Farmers Elvtr. here, will be manager for the new owners of Carl Bear's elvtr.

Custar, O.—The Deshler Farmers Elvtr. Co. of Deshler will spend something like \$10,000 to repair its plant here and put in a coal yard.

Bryan, O.—The Farmers Co-operative Grain & Supply Co., organized here just before the beginning of the war, is considering the erection of an elvtr.

Ashtabula, O.—The buckwheat mill of the Horton Simmonds Co. was destroyed by fire Feb. 4. Loss is placed between \$30,000 and \$40,000, chiefly on buckwheat.

Shinrock, O.—The farmers of this locality are interested in the formation of a co-operative elvtr. company. T. C. Williams is temporary chairman of the organization.

Fairmount, O.—The improvements upon the plant of the A. C. Gale Grain Co. are virtually completed, among which are modern facilities for drying and storing grain.

Toledo, O.—A change in dates for the annual convention of the Ohio Farmers Co-operative Ass'n at Toledo, from Feb. 27 and 28, to Feb. 25 and 26 has been made.

Union, O.—Stillwater Grain Co. incorporated; capital stock \$15,000; incorporators: B. F. Studebaker, N. W. Rinehart, F. C. Puterbaugh, W. H. Kerr, N. W. Solenberger.

Brighton, O.—The Brighton Farmers Elvtr. Co. incorporated; capital stock \$15,000; incorporators: C. D. Murray, G. W. Green, Clair Goss, W. B. Smalley, and D. F. Seeley.

Gallup, O.—The Gallup Co-operative Grain Co. incorporated; capital stock \$20,000; incorporators: M. Hayes, G. S. Tawney, J. H. Bishop, A. L. Mowery and S. O. Hashberger.

Sunbury, O.—The Condit Farmers Co-operative Co., owners and operators of elvtrs. at Condit and Centerburg, has purchased ground here upon which it will erect an elvtr.

West Manchester, O.—The elvtr. of Powell Bros. of this place has sold to Peden Bros. of Hollansburg. George Williams, who was mgr. for Powell Bros., will remain with the new firm for a short time.

Spring Valley, O.—We have just completed overhauling the flouring mills, purchased of the Barrett Co. some time ago, making them into one of the best 125 bbl. mills in southern Ohio.—The Spring Valley Merc. Co., by T. M. Scarff.

Fredericksburg, O.—The Fredericksburg Equity Co. incorporated, capital stock \$25,000. It will build an elvtr. and handle farm machinery. Incorporators: C. F. Rumbaugh, W. E. Leeper, L. B. Sterling, L. A. Green, E. E. Armstrong.

Cleveland, O.—The following compose the new board of directors of the Cleveland Grain and Hay Exchange: H. W. Robinson, pres., F. E. Watkins, vice-pres., F. W. Blazy, treas., W. C. Seaman, C. C. Clark, A. A. Kemper, E. N. Fairchild. F. R. Sowers is sec'y.

Toledo, O.—Corp. Harry Zimmerman, formerly with J. F. Zahm & Co., has just returned from France, and will, after a short rest, resume his duties as mgr. of traffic with the above firm.

Findlay, O.—The new elvtr. of the Hancock County Co-operative Co. will be erected on the site of the present building, adjacent to the Lake Erie and Western railroad. It will cost \$25,000, capacity of between 25,000 and 30,000 bus. Electrical equipment will be installed. Work will be started within a few weeks, with July 1 set as date of completion. Officers and directors were reelected at the annual meeting of the company, with a single exception, Ellsworth Powell was elected vice-pres.

## CINCINNATI LETTER.

Genial Oliver P. Muchmore, who, for sometime connected with the Richter Grain Co., having been honorably discharged from the army, has returned to his grain duties.

R. H. J. Archiable, veteran doorkeeper and custodian of the Chamber of Commerce, and honorary member of the board of directors, died at his home in Hyde Park, as the result of a paralytic stroke, age 67.

The hay dep't of the A. C. Gale Grain Co. has been changed to the Gale-McMillen Hay Co., the business of L. G. McMillen, of Celina, being merged with the hay business of the former company. The Celina office will be continued as a branch. A. C. Gale is pres., L. G. McMillen, vice-pres., and A. L. Hess, sec'y-treas.

Our new elvtr. recently completed has capacity of 22 cars in and 22 cars out per day. The entire plant is operated by electric power. The largest corn sheller manufactured has been installed, and we have erected a concrete drier building, into which has been placed a large Ellis Drier. We have track facilities for about 30 cars, and in connection with the elvtr. there is a hay warehouse in which 50 carloads of hay can be stored.—A. C. Gale Grain Co.

## OKLAHOMA

Saltfork, Okla.—The Farmers Grain & Elvtr. Co. is installing a new engine in its elvtr.

Oklahoma City, Okla.—The workmen's compensation bill passed the Senate by a vote of 31 to 7.

Ingersoll, Okla.—The Farmers Union Co-operative Ass'n is building a new tile elvtr.—H. L. Canfield.

Redmond, Okla.—I have left the Guthrie Mill & Elvtr. Co. of Newkirk, and am now located here.—A. T. Jones.

Oklahoma City, Okla.—The Oklahoma Farmers Co-operative Elvtr. Ass'n met in annual session here Feb. 10-12.

Chickasha, Okla.—J. H. Snyder, for the past 12 years connected with the Chickasha Milling Co., has purchased an interest in the Linton Grain Co.

Guthrie, Okla.—The plant of the Guthrie Mill & Elvtr. Co. was damaged by a recent fire to the extent of \$7,000 to \$8,000; the loss is covered by insurance.

Grandfield, Okla.—A suit in the district court for dissolution, has been filed by R. E. Helton, who represents a majority of the stockholders of the Grandfield Elvtr. Co.

Enid, Okla.—The old elvtrs. of Randels & Grubb Grain Co. at Helena, Goltry and Iahoma are being wrecked. New elvtrs. will be built, enlarged from 10,000 to 15,000, by Godfrey & Morris.

Oklahoma City, Okla.—House Bill 402 creating a department of grain and feed inspection is believed to have originated in the state department of agriculture and gives that body power to appoint the chief state grain inspector, doing away with the powers of the present state commission of three over grain inspection. The chief inspector shall receive a salary of \$3,000 per year, and the fees are to be fixed by the state board.

# The GRAIN DEALERS JOURNAL.

Ringling, Okla.—W. F. Russell & Co. sold out to Hudson, Houston Lumber Co., and are now located at Ranger, Texas.

Muskogee, Okla.—If the plans of J. W. S. Bower go through another grain elvtr. will be erected. The building will cost about \$20,000, the first structure is to accommodate a 20,000-bus. workhouse in addition to the elvtr.

## OREGON

Pilot Rock, Ore.—I am now mgr. of the Farmers Union Grain Agency here.—H. W. Wagner.

Kalmath Falls, Ore.—The Farmers Warehouse Co. is no longer in the grain business, and I specialize in potatoes and general storage.—M. Parker, lessee.

Pendleton, Ore.—J. E. Montgomery has succeeded Ray W. Ayers as mgr. of the Farmers Union Grain Agency, and will also have charge of the company's elvtrs. and warehouses at Fulton, Myrick, Athena, Pilot Rock and Nolin.

Portland, Ore.—The death of H. H. Rasmussen, vice-pres. and mgr. of Kerr, Gifford & Co., is a great loss to the grain trade of the Pacific Northwest. Before coming to Portland, Mr. Rasmussen was Kerr, Gifford & Co.'s representative at Seattle. He was about 55 years old, and leaves a wife and daughter.

Pendleton, Ore.—At a recent meeting of the Inland Empire Shippers' League, held here, Dr. C. J. Smith, a well-known eastern Oregon wheat grower, was elected pres. W. W. Harrah, another large grain grower of this section, was elected vice-pres. E. B. Aldrich, publisher of the Pendleton East Oregonian, was elected sec'y. The League members are determined to fight for a grain rate to tidewater, based upon the cost of transportation.

## PENNSYLVANIA

Fenimore Bros., Mount Holly, N. J., grain and feed merchants, have been proposed for membership in the Commercial Exchange.

Donald McKay, formerly with E. M. Richardson, grain broker, and more recently of the Naval Reserve service, has opened a grain brokerage business of his own.

At a recent meeting of the grain trade it was decided that the board of directors of the Commercial Exchange wait upon the Philadelphia & Reading Railway Co. and urge the matter of the erection of a mammoth grain elvtr. in Philadelphia, at Port Richmond preferably, with a capacity of 3,000,000 to 5,000,000 bus.

Much dissatisfaction is voiced by the grain trade here, because of the monopoly by the government of existing facilities at this port for handling export grain which has rendered void the action of the war trade board in lifting restrictions on barley, rye, oats and corn, rendering it impossible for private exporting firms to do business. It is for these reasons that the Commercial Exchange has authorized its transportation com'ite, of which G. M. Richardson is chairman, to demand, thru a specially appointed com'ite, additional elvtr. facilities here.

## SOUTH DAKOTA

Aberdeen, S. D.—The elvtr. of the Free-man-Bain Co. is nearing completion.

Gregory, S. D.—The Gregory Farmers Elvtr. Co. has installed a 15-h.p. motor.

Wentworth, S. D.—We may install a new cleaner.—T. W. Stillwell, mgr. Farmers Elvtr. Co.

Lebanon, S. D.—The Equity Exchange Elvtr. here, with 30,000 bus. of grain, burned recently.

Redfield, S. D.—Harry Speight has bought an elvtr. here, and will take possession next July.

Tyndall, S. D.—W. W. Wagner has sold his elvtr. and feed business to Wm. McBurney, who has taken possession.

Webster, S. D.—The Webster Equity Elvtr. & Trading Co. will put in conveying machinery.—H. F. Nyman, mgr.

White Butte, S. D.—The Western Lumber & Grain Co. has built a new elvtr. here.—T. H. Heath, mgr. Petrel Equity Exchange, Petrel.

Madison, S. D.—The United Milling Co. has bought the 25,000 elvtr. here from H. V. Turner Elvtr. Co.—Grant A. Young, pres. United Milling Co.

Forestburg, S. D.—The Forestburg Farmers Elvtr. Co. incorporated; capital stock \$50,000; incorporators, Fred Wanstand, John Strand and John Fairchild.

Britton, S. D.—I have resigned the position of miller and mgr. of the Britton Milling Co. and am now living at Enterprise, Ore.—W. H. Neelen.

Victor, S. D.—A new cleaner has been installed by the Victor Farmers Elvtr. Co., also a new conveyor in the warehouse, giving 8,000 bus. more capacity.

Shindlar, S. D.—The mgr. of the Farmers Co-operative Elvtr. Co., which bought out the South Dakota Grain Co. elvtr. built 3 years ago, is a C. H. Riley.

Lennox, S. D.—H. E. Schneiderman has bought the plant of the Monarch Elvtr. Co. at this station. I was buyer for the old firm, and will remain as buyer for the new owner for some time.—R. E. Johnson.

Harrisburg, S. D.—I am leaving here March 1. Doormare of Scotland takes my place. The Farmers Elvtr. Co. here will build a crib and storehouse, and put in larger elvtr. capacity.—W. W. Thorpe, mgr.

Moritz, S. D.—A farmers elvtr. company has been organized here with \$4,500 already subscribed, and think strongly of building an elvtr. The board of directors are: Chas. Hodson, Wm. Musch, W. Price, M. Hunt and A. Dolman.

Lennox, S. D.—An annex to one of the elvtrs. of the Flanley Grain Co., owing to over-crowding (due to congestion of all elvtrs. here), burst, and about 5,000 bus. of oats shot out over the ground. It was all salvaged with but little loss.

Rosholt, S. D.—The Farmers Elvtr. Co. will erect a 40,000-bu. 22-bin elvtr., equipped with 3 legs, 2 cleaners, car puller, flour house, 20-h.p. engine, and a 15-h.p. engine, dust collector and automatic scales. The T. E. Ebberson Co. has the contract.

Watertown, S. D.—We are repairing our complete plant; putting in best Fairbanks type registering bar automatic dump scales; moving motor into a better position; enlarging and altering offices; rearranging all machinery and reducing chance of accident, etc.—S. F. Sankey, mgr. Farmers Elvtr. Co.

Sioux Falls, S. D.—Chas. H. Eyler, sec'y of the Farmers Grain Dealers Ass'n of South Dakota, says that "state aid" for farmers' companies as proposed in the legislature by Senator Milne in S. B. 47, is one of the most absurd bills ever introduced, and that its passage would practically put elvtrs. of the state out of business. Not a farmers elvtr. in the state is in need of financial aid by the state. The farmers co-operative companies can borrow all the money needed through their banks, with no other security than their note, at 7%. "State aid" provides for interest at 8%. Besides senate bill No. 47 places the limit to be loaned to any farmers company at \$10,000, which is insufficient. Their credit would be injured, too, because they'd have to mortgage everything to secure the state for the \$10,000.

Some of our companies borrow as much as \$75,000, when grain movement is heavy, and they are compelled to hold grain because of car shortage. Mr. Eyler goes on to say. This bill provides for a compulsory semi-annual credit, and a quarterly report, which is class legislation, not exacting the same from independent elvtr. operators or line companies.

## TEXAS

Henrietta, Tex.—The grain and implement business of G. A. Jackson has been sold to W. J. Mangum, formerly of Gorman.

Plainview, Tex.—L. F. Cobb, of the Cobb Grain Co. was married about a week ago.

Columbia, Tex.—The Columbia Grain Co. incorporated; capital stock \$3,000; incorporators, J. E. Josey, R. C. Miller and R. T. Lipscomb.

Amarillo, Tex.—The business of the Amarillo Mill & Elvtr. Co. has been bought by W. H. Bymer, as agt. for Thomas Ditto, who will take personal charge of the business.

Austin, Tex.—The House Bill 247, establishing legal weights per bushel for seeds, grain and produce, has been favorably reported by the House Com'ite on State Affairs.

Palestine, Tex.—The plant which we recently purchased from J. H. Pearlstone is equipped with a first class elvtr. and no improvements will be made.—Palestine Grain Co.

Austin, Tex.—Senate Bill 61, which has been favorably reported by the senate, places the telephone and telegraph companies under the regulation of the state railroad commission, which will have power to give the public relief from poor service and exorbitant charges.

Ganado, Tex.—The elvtr. of the Ganado Mill & Elvtr. Co., which was destroyed by fire a short time ago, cost about \$32,000, capacity about 125,000 bus. There was no insurance on the building, which contained at the time rice valued at about \$45,000. Insurance on stock \$32,000. Will not be rebuilt.—Farmers Mill & Storage Co., By C. W. McCollester.

## UTAH

Ogden, Utah.—The Wm. H. Crocker syndicate, which is behind the Sperry Flour Co., has authorized Maurice Couchet, engineer and architect, to prepare plans for the erection of a modern grain elvtr., etc., to cost \$300,000.

Tremonton, Utah.—Plans are under way for the organization of the Tremonton Mill & Elvtr. Co. to erect an elvtr. and mill and to engage in the grain and milling business. R. C. Harris, W. G. Carter and S. L. Miller, together with others, are interested in it.

## WASHINGTON

Bellingham, Wash.—The Albers Bros. Milling Co. has added a \$12,000 warehouse to its feed mill.

Lamont, Wash.—A. F. Phillipay, of Kahlotus, is the new mgr. of the feed mill and Farmers Grain & Supply Co. here.

Auburn, Wash.—We have recently installed feed mills here, and also at Portland, Ore.—Lewiston Milling Co., Lewiston, Idaho.

Spokane, Wash.—The February news letter of the Spokane & Eastern Trust Co. contains an interesting summary of the grain crop of 1919, and of the Washington crop, by P. J. Sweeney, chief grain inspector.

Kelso, Wash.—C. J. Shipley has purchased the C. W. McFarland fuel and feed business, and a lease on right-of-way along a sidetrack. It is his intention to build a warehouse and install a feed grinding mill.

The new state grain inspection law, in Senate Bill No. 173, was read the first and second time, Feb. 17. The bill defines warehousemen, gives the Public Service Commission general supervision over handling, weighing, inspection and storage of grain, hay and peas, authorizes the commission to fix charges and make regulations, to appoint a chief inspector with the approval of the governor, to fix the fees for inspection, and gives the inspection department exclusive control over weighing. By the definition of public warehouseman there will be subject to the act "any elvtr., mill warehouse in which grain, hay or peas are received from the public for storage, shipment or handling, whenever such grain, hay or peas are carried or intended to be carried from such warehouse, elvtr. or mill by a common carrier."

Seattle, Wash.—A fire which started in the elvtr. of the Globe Grain & Milling Co. burned out a grain chute before it could be checked. The plant is protected by an automatic fire alarm system, which is given credit for saving the mill.

Tacoma, Wash.—The Port Commissioners have decided to arrange for the necessary bond issue before going ahead with the new elvtr. This will be part of extensive developments totaling \$3,000,000, which will first have to be authorized by the voters. There seems to be no question on that point, as the improvements are urgently needed.

## WISCONSIN

Madison, Wis.—A bill, providing for the taxation of grain, was offered by Assemblyman Jordan.

Denmark, Wis.—The Denmark Equity Elvtr. Co., recently incorporated, has purchased an elvtr. here.

Cameron, Wis.—Frank Samson is agt. for the Northern Supply Co., also for the Osceola Mill & Elvtr. Co.

Neillsville, Wis.—The new officers of the Farmers Co-operative Elvtr. Co. are: Geo. Crothers, pres.; Geo. Ure, vice-pres.; H. O. Huckstead, secy.; Mert Palmer, treas.—Farmers Co-operative Elvtr. Co.

Osceola, Wis.—Burley P. Will, mgr. of the Osceola Mill & Elvtr., died at his home here as a result of pneumonia, following an attack of influenza. Mr. Will was 48 years old, and is survived by a wife and two daughters.

Manitowoc, Wis.—We will operate elvtrs. purchased from the Wm. Rahr Sons Co. at the following places: Maribel, Wis., C. & N. W. Ry., 12,000 bus.; Rosendale, Wis., C. & N. W. Ry., 5,000 bus.; Winona, Minn., C. & N. W. Ry., 150,000 bus.; Kasota, Minn., C. & N. W. Ry., 80,000 bus.; Manitowoc, Wis., C. & N. W. & Soo Ry., 1½ million bus.—Cereal Products Co. by F. A. Miller, gen'l mgr.

Columbus, Wis.—Wm. Mair, formerly of Charter Oak, Ia., and R. J. Caldwell, of Morrisonville, Wis., have formed a partnership and bought the Bittingham Hixon Lumber yard, and the grain elvtr. of the Kurth Co. and will handle all kinds of building material and coal, also grain, feed, flour, etc. The elvtr. will be taken over April 1, and we will possibly have to do some repairing before we begin to operate the same.—Wm. Mair.

## MILWAUKEE LETTER.

A. E. Anderson is traveling solicitor for W. M. Bell & Co. His territory is Iowa.

William B. Parsons, Albert W. Holmes and Edward Diercks have been admitted to membership in the Chamber of Commerce.

The Milwaukee Malting Co. has changed to the Milwaukee Malting & Grain Co., in order to comply with the new prohibition law.

William B. Parsons, Albert W. Holmes and Edward M. Diercks have been elected to membership of the Milwaukee Chamber of Commerce.

Owing to the new prohibition law, soon to go into effect, the Milwaukee Western Malting Co. has changed to the Milwaukee Western Elvtr. Co.

## WYOMING

Riverton, Wyo.—E. V. Dinkin, representative of the Oakdale Milling Co., Oakdale, Neb., is looking for a location for a grain elvtr. to be erected here by his company. The elvtr. will be of at least 40,000 bus. capacity, and modern in every way.

THE ANNUAL POSTOFFICE appropriation bill now before congress includes \$200,000,000 for the construction and maintenance of roads during the next three years. A senate amendment provides for \$50,000,000 this year, \$75,000,000 each for 1920 and 1921 and \$3,000,000 each year for roads in national forests.

## New Grain Firm at Omaha.

The Butler-Welsh Grain Co. is the newest firm name to be added to the list of Omaha grain commission merchants. The company will give its attention ex-



H. A. Butler, Omaha, Neb.

clusively to consignments and buying on orders for its shippers.

The members of the firm are J. L. Welsh and H. A. Butler. Mr. Welsh was for several years solicitor for the Omaha Elvtr. Co. Early in the past season he was mgr. for the Omaha office of Vandlerslye-Lynds Co. Later he enlisted in



J. L. Welsh, Omaha, Neb.

the 62nd Balloon Co. at Fort Omaha and received his discharge Jan. 15 last.

Mr. Butler has been connected with the Crete Mills of Crete, Neb., as sales mgr. for the past ten years before becoming mgr. of the consignment department of the Dawson Grain Co. in Omaha. Both are live grain men, and will have the best wishes of the trade for success.

INDIANAPOLIS, IND.—Suit for \$18,000 has been filed against the American Hominy Co. by the Naamloze Vennotschap, Agentuur-en Commissiehandel Vorheen P. C. Vis & Co. for alleged breach of contract. The trouble arose out of delayed shipping facilities on account of war conditions, during which time the price advanced. The complainant alleges that the defendant canceled its contract then sold the goods elsewhere.

## Minneapolis Chamber of Commerce Amends Rules.

The Minneapolis Chamber of Commerce on Jan. 17, adopted the following amendments to Rule VII and Rule XI of the General Rules of the Association, Amendment No. 8, becoming effective immediately after and Amendment No. 9 effective on transactions on and after Jan. 18, 1919:

**Amendment No. 8.**—Amend Sec. 8, Rule VII of the General Rules by adding: When a complaint has been submitted to the Board of Arbitration or Board of Appeals, by either a member of the Chamber of Commerce, or by a non-member of the Chamber of Commerce, against an individual member, who is also a member of either the Board of Arbitration or Board of Appeals, or against any firm or corporation with whom a member of the Board of Arbitration or Board of Appeals (as the case may be) is connected, either as co-partner, executive officer, or employee, then the Board of Arbitration or Board of Appeals (as the case may be) shall be excused, and the President of the Chamber of Commerce shall name a Board of Arbitration or Board of Appeals (as the case may be) consisting of five members to act in such case, subject to the approval of both parties to the matter in controversy; and the Board so formed shall be governed by the same rules that control, and its decisions shall have the same effect as if made by the regularly elected board.

**Amendment No. 9.**—Amend Sec. 1, Rule XI, of the General Rules, by striking out in the first paragraph of this section the words "No. 3 Mixed Corn," and submitting therefor the words "No. 3 Yellow Corn."

Also, amend Sec. 1 of Rule XI, by striking out the words, "And provided further, that on all sales of Corn for future delivery, the following grades may be delivered;" and all of the remaining portion of the Section relating to grades of corn which may be delivered on future contracts; and substitute therefor the following:

And provided further, that on all sales of corn for future delivery, the following grades may be delivered:

No. 1 white corn, No. 2 white corn, No. 1 yellow corn and No. 2 yellow corn, at ½ cent per bushel over contract price;

No. 1 mixed corn, No. 2 mixed corn, No. 3 mixed corn, No. 3 white corn and No. 3 yellow corn at contract prices;

No. 3 mixed corn at 2½ cents per bushel under contract price;

No. 4 white corn and No. 4 yellow corn at 4½ cents per bushel under contract price;

No. 4 mixed corn at 5 cents per bushel under contract price;

Provided, that No. 4 corn of the new crop can be delivered only during the months of Nov., Dec., Jan. and Feb. Provided further, that No. 4 corn, whose moisture content does not exceed the maximum required for No. 3 corn may be delivered on contract during the balance of the year, but in no case shall more than 25 per cent of No. 4 corn be applied on contract during any time of the year.

**IN THE PROVINCE OF CORDOBA, Argentina,** the increased acreage planted to peanuts in the past two years is 5,000 acres. Yields have been good, about 6,600 lbs. per hectare (about 2½ acres). The general increase in acreage amounts to about 20%. Chickpeas in the Cordoba have also been a very successful crop. About 1,600 acres were sown, the yield ranging from 2,200 to 2,600 lbs. per hectare. Irrigation, it is said would greatly increase the acreage. The annual imports of chickpeas amount to 3,000 tons. The prices of the home grown product range from 13 to 21 cents per kilo (2.2 lbs.). During 1917, 25,000 acres were devoted to butter beans the patches covering from 1 to 25 acres each. Large bean farms are rare. The average cost of raising a crop of beans is \$60 per hectare, but where the small farmer is assisted by his family, the cost has been as low as \$24. The average value of the yield of a hectare is \$125. The export of beans during the year 1917 amounted to 11,059,650 lbs.

# The GRAIN DEALERS JOURNAL.

## Supply Trade

Lederer Bros., Baltimore, Md., have favored us with a handy calendar pad.

All who need tanks for storage should consult the Zelnicker Tank Bulletin, St. Louis, Mo.

Chicago, Ills.—Marshall Field & Co. have let contract for a large manufacturing building in which, it is said, they will manufacture Burlap Bags.

Chicago, Ills.—The stork made a call at the home of Mr. Geo. J. Noth, Western Manager of Sprout, Waldron & Co., and presented a 7½ lb. baby girl.

Advertising moulds opinion—creates desire—directs the currents of demand, and it should be measured by what it does, not by what it costs.—The Adman.

New York.—At the wind up of the annual convention of the Joseph Dixon Crucible Co., the manager delegates tendered Mr. Julian H. Shermerhorn, the Vice President of the Company, a complimentary surprise banquet.

The Allis-Chalmers Mfg. Co. financial report for the past eleven months shows \$5,000,000 in excess of the whole twelve months of 1917 and the net profits, after generous allowances for taxes, were \$1,000,000 more than the full year of 1917.

Seattle, Wash.—There is bright promise that grain elevator construction will increase in both Washington and Idaho, if the cost of building material gets down to reasonable figures. The present storage capacity is totally inadequate for the crops in sight.

OVER \$300,000 worth of Duplex auto trucks have been distributed thru Pendleton, Ore., the majority of them for use on the large wheat farms in that territory for use in hauling grain from threshing machines to elevators. Careful investigation and cost data gathered from owners of trucks on the large farms is said to have shown that the saving effected by each truck has been sufficient to pay for it in one harvest season.

MILWAUKEE, Wis.—The Bernert Mfg. Co., recently organized with \$1,000,000 capital, announces the election of the following officers: President and general manager, George Bernert; vice-pres. C. C. Gilles; secretary and treasurer, C. G. Bernert; directors, Oswald Jaeger, P. C. Kolinsky and Geo. Baldauf. They are operating in a leased building pending the erection of a plant of their own, on which construction will commence as soon as spring opens.

MILWAUKEE, Wis.—The Milwaukee Corrugating Co. has issued an artistic booklet describing the Alpina Revolving Syphon Ventilator, a device which that company manufactures for ventilating buildings. The booklet goes into the subject of ventilation of buildings in some detail, explaining the problems which are encountered and the methods by which they may be solved. A copy may be had by Journal readers upon request to the company.

CINCINNATI, O.—The Reyburn, Hunter, Foy Co. was organized recently to succeed the E. A. Foy Co., in the manufacture of lightning rods. The company, which has capitalization of \$55,000 is said to have acquired the manufacturing interests of Reyburn, Hunter & Co., of Philadelphia and Chicago, and this

change is described as making Cincinnati the center of the largest industry making lightning rods in the United States. The new firm has bought part of the former plant of the Victor Safe & Lock Co., and will alter it to accommodate the new business.

Omaha, Nebr.—R. M. Van Ness Construction Co. have moved from 203 Grain Exchange Bldg. to 1901 Harney St., which is the corner store-room in the same building. They will exhibit a full line of Eltr. Machinery and Equipment including a complete line of Goodyear Rubber Belting and Tires. They will also carry a complete stock of machinery in a warehouse adjacent to railroad thereby putting themselves in a position where they can supply elevator equipment of all kinds on short notice. This company has been manufacturing for some time and will increase their facilities for elevator construction work in both wood and fire-proof materials.

### Variations in Seed Testing Un-avoidable.

"Variations in the results of seed testing are largely unavoidable," says O. A. Stevens, in the Journal of the American Society of Agronomy, on variations resulting from errors in sampling. He divides these into two groups, one mathematical and the other economic.

For germination tests, the causes are imperfect mixing, random sampling, errors in counting, the tendency to pick out the better seeds, unsuitable conditions for germination and special condition of the seed, with practically the same factors governing in purity tests.

Experiments, where causes of variation are reduced to a minimum, show that the probable error in a single germination test of from 100 to 400 seeds for percentages of 99, 97, 95, 80, to 50 varieties from 0.75 to 2.80 in samples of 100 seeds; 0.50 to 2.00 for 200 seeds; 0.40 to 1.75 for 300 seeds and 0.35 to 1.50 for 400 seeds. The figures increase by about ¼ where so-called "hard" seeds are included.

In samples which do not contain a mixture of materials such as sand, fine impurities or coarse material, only a small amount of mixing seems necessary, they first being separated by a sieve and the percentage added to that obtained by a regular test from the remaining quantity. In purity tests, the quantities used are an important factor, much larger quantities than usual being necessary. In practical tests for accuracy, the value of the probable error should be doubled because there are about four chances in five that the correct result lies in the figure thus corrected.

In germination tests, it is advisable to use 200 seeds, the number being increased if desired. Duplicate tests appear to be of little value.

FIFTY-FIVE BOATS are on the way to Australia to load breadstuffs, says Broomhall. The estimated total surplus of the commonwealth is 200,000,000 bus.

A QUARANTINE to prohibit interstate movement of the common barberry, as well as other species of Berberis and Mahonia, will be established by the Sec'y of Agriculture as a means toward eliminating black stem rust in wheat and other grains. A public hearing will be held in the rooms of the Federal Horticultural Board at Washington Feb. 24 at which time any person interested may be heard.

## Seeds

PITTSBURG, KAN.—The Pittsburg Elvtr. Co. has added a seed store to its plant.

GUTHRIE, OKLA.—W. H. Doyle's seed house was damaged by fire to the amount of \$30,000.

COLUMBIA, S. C.—The Marshall Summers Seed & Grain Co. incorporated, capital stock, \$10,000; incorporators, F. D. Marshall and A. C. Summers.

BOWMAN BROS., seed dealers at Logan, Kan, have changed both the firm name and the location of their plant. It is now Bowman Bros. Seed Co. of Concordia, Kan.

OWENSBORO, KY.—The loss on the plant of the Rapier Grain & Seed Co. which burned on the night of Dec. 19 last, has been adjusted by the insurance companies paying \$17,000.

ST. LOUIS, MO.—Damage amounting to several thousand dollars was done by a fire which started on the fourth floor of the seed warehouse of the A. W. Schisler F. & G. S. Co.

DENISON, IA.—We are going to build a new seed house and elvtr. in the future, but as yet no plans have been made and no definite arrangements as to the time or size of buildings.—A Weiss, Denison Seed Co.

TREMONTON, UTAH.—The Vogeler Seed & Grain Co. has just completed a 40,000-bu. elvtr. also a warehouse 50x140 ft. for handling grain and seeds. A new flour mill will be built this year.—Lars Anderson, agt.

THE SEED PURCHASING COMMISSION of the Canadian Government is making its annual offering of seed grain to farmers and merchants. The varieties are Marquis wheat, Alberta and Ontario white oats and A. O. C. No. 21 barley.

WE ARE INDEBTED to the Albert Dickinson Co. for trial shipment of the Globe Brand Fancy Shelled White Rice and Shelled Pearl pop corn. Both brands are known to excel in popping quality and to give a large snow white result.

THE SEED purchasing com'ite of the Canadian government will commandeer all seed oats arriving at Calgary. Oats are also being brot into that territory from the east. It is said that the duty on seed oats from the United States has been removed.

SHERMAN, TEX.—We are just starting in the seed and grain business. We were formerly connected with the Pittman & Harrison Co. here. Our Mr. P. T. Andrews has charge of the seed end of the business and our Mr. T. H. Andrews was in charge of the catalog and mail order department.—Andrews Seed & Grain Co.

CHICAGO, ILL.—C. F. Wood will engage in the seed brokerage business with offices in the Board of Trade Building, following his resignation of his position in the Chicago office of the Seed Reporting Service of the Buro of Markets, U. S. Department of Agriculture. While there, he was in charge of the compilation of the "Seed Reporter" and of trade and crop information. He was formerly a member of the firm of T. W. Wood & Sons, Richmond, Va. In 1898, with W. P. Stubbs, he established the seed business of Woods, Stubbs & Co., Louisville, Ky. of which he was president until he sold his interest a few years ago.

DALLAS, TEX.—Robert Nicholson, seed dealers, will increase his storage capacity to 50,000 square feet. The addition to the present quarters is a building with two stories and basement, a third story to be erected, at one corner to house the tanks and elevator machinery. Up to date machinery costing \$10,000 is being installed. The plant has trackage for six cars. A seed laboratory under the supervision of an expert seed analyst, is also being installed.

A BILL entitled, "An Act to amend the agricultural law in relation to agricultural seeds and the sale thereof" senate bill No. 309, has been introduced in the New York State Legislature by Senator Adon P. Brown. There will be a joint hearing before the senate and house committees on agriculture at Albany, Feb. 26. Senator Witter's proposed seed bill No. 185, Int. 183 will also probably come up on that date. Marshall H. Duryea, of the American Seed Trade Ass'n, urges a full representation at this hearing.

SEED IMPORTS during January, were: Alfalfa, 300 lbs.; Canada bluegrass, 58,-100 lbs.; alsike, 603,100; crimson clover, none; red clover, 200 lbs.; white clover, none; timothy and alsike mixed, 36,500; broom corn, none; Hungarian millet, 111,-100; rape, 83,100; English rye grass, 94,-100; Italian rye grass, 100,700; timothy, 14,000; hairy vetch, 1,500; and spring vetch, 70,200 lbs. as against alfalfa, none; Canada blue grass, 289,900; alsike, 375,-700; crimson clover, 107,400; red clover, none; white clover, 1,700; timothy and alsike, mixed, 13,200; broom corn, 42,300; Hungarian millet, none; rape, 1,232,500; English rye grass, 225,100; Italian rye grass, 64,500; timothy, none; hairy vetch, 9,700; and spring vetch, none, in Januray, 1918.

TOLEDO, O.—The adoption of a uniform seed bill to take the place of the present Ohio law was discussed at a preliminary hearing at Columbus. Frank Moorman of Crumbaugh—Kuehn Co., W. H. Annin, of W. H. Morehouse & Co., and R. S. Sheldon of S. W. Flower Co. represented the Toledo Exchange and with a few minor exceptions favored the bill proposed. The Wholesale Grass Seed Dealers Ass'n was represented by Curtis Nye Smith, attorney.

OTTAWA, ONT.—A new wheat named "Ruby" has been developed at the Central Experimental Farm. It is a selection from the progeny of a cross between Downy Riga and Red Fife. It ripens, as a rule, a week or so earlier than the Marquis. The kernels are somewhat similar to those of Red Fife, being hard and of a reddish brown color. The heads are beardless. The straw in most localities is shorter than Marquis and of good strength. In yield it is slightly less than Marquis.

AUSTIN, TEX.—The seed control bill, H. B. 144, was opposed before the agricultural com'ite of the Texas House by H. B. Dorsey, sec'y of the Texas Grain Dealers Ass'n, who says "I urge that the farmers should not be exempt; that he is the only party who knows what kind of seed is being sold, and that the bill should apply instead of dealer and farmer to seller and buyer, let them be farmers or dealers. I urged that the bill would practically prevent the grain dealers from handling field seeds."

KANRED, a new wheat for Kansas, was developed in 1906 by the department of botany, of the Kansas Agricultural College and has been grown on the various agronomy plats of the state experiment

stations. It is a hard winter variety characterized by the presence of awns, whitish glabrous glumes and reddish grain of Crimean or Turkey type. Average yields from 1911-1916 at Manhattan amounted to 31.1 bus. per acre as against 26.5 for Turkey and 25.9 for Kharkov; at Hays, for 1914-1916, 31 bus. for Kanred and 28 bus. for Turkey; at Garden City, the three varieties averaged 16.3, 14.6 and 14.4 bus. per acre respectively, for 1915-1916, while at the Colby sub-station, Kanred gave an average yield of 38.5 bus. and Turkey 31.3 bus. for the same period. In 54 co-operative tests, Kanred has given an average increase of 4.4 bus. per acre over the local strains. From observations, it was concluded that Kanred headed and ripened on an average one day earlier than Turkey and more than one day earlier than Kharkov. It is also deemed resistant to winter injury.

## Field Seed Stocks.

The stocks and receipts of field seeds in the United States have been compiled by the Buro of Markets in the following table:

KIND OF SEED	STOCK ON HAND		TOTAL RECEIPTS	
	January 1, 1919.	February 1, 1918.	6 mos. ending Jan. 1, 1919.	7 mos. ending Feb. 1, 1918.
	Pounds.	Pounds.	Pounds.	Pounds.
Red clover.....	22,326,920	32,532,410	40,184,947	57,490,528
Alsike clover.....	11,547,390	13,676,744	18,988,879	24,888,636
White clover.....	1,308,700	1,916,530	2,516,885	2,978,000
Crimson clover.....	992,060	1,574,383	2,200,370	2,633,800
Sweet clover.....	2,955,287	2,288,232	3,467,660	3,340,274
Bur clover.....	123,872	194,031	89,933	301,830
Lengosza.....	1,261,151	205,140	107,249	434,627
Millets.....	18,261,733	26,500	22,500	30,154
Timothy.....	99,534,513	105,950,426	126,143,414	132,858,718
Redtop.....	18,210,320	18,203,700	17,288,659	18,446,763
Orchard grass.....	2,129,673	2,976,548	3,887,573	6,132,690
Ky. bluegrass.....	4,282,430	5,342,678	5,831,320	8,323,300
Bermuda grass.....	49,205	94,747	76,100	124,478
Perennial ryegrass.....	30,772	32,742	34,000	26,757
Meadow fescue.....	778,657	1,012,748	846,848	1,192,792

## Sell Seeds That Grow

The importance of continuing to keep production at a maximum is equally as urgent now as at any time in the past. This makes it incumbent upon seedsmen to supply their customers with high quality **GRASS SEEDS, FIELD SEEDS** and **SEED GRAIN**. Selling seeds of **HIGH PURITY** and **STRONG GERMINATION** is of vital importance to all concerned. Follow the principle of "Safety First" and order



## PURISCO BRAND SEEDS

as early as possible to insure prompt shipment. Quotations and samples upon request.

### BUYERS and SELLERS

Timothy  
Red Clover  
White Clover  
Alsyke

Sweet Clover  
Hungarian  
Blue Grass  
Red Top

Millets  
Sunflower  
Orchard Grass  
Alfalfa

Sowing Rape  
Rye Grass  
Field Peas  
Seed Grain, etc.

ASK FOR SAMPLES AND PRICES OF PURISCO WHITE OATS AND SEED BARLEY

Our present stocks permit the offering of special values in various grades of Alsyke, White Clover, Timothy and Alsyke mixed and other mixtures for pastures.

Encourage the planting of Field Peas by your farmers where high-grade green fodder or nutritious hay is desired. Field peas are also an excellent fertilizer and enricher of the soil.

We will be pleased to furnish samples and prices of our Lawn Grass Seed, several brands, upon request.

**The Illinois Seed Company**

349-369 E. North Water Street

CHICAGO

## Grain Carriers

THE FOURTEENTH CONVENTION of the National Rivers & Harbors Congress was held at Washington, D. C., Feb. 5, 6 and 7.

ORDER 57 is an outrageous imposition upon the shipping public and shud not be tolerated. Protest to your Congressman.

AN ORDER has been issued by Director General Hines that all freight cars be returned immediately to the roads owning them.

THE EXPORT CONTROL COM'ITE of the railroad administration has been dissolved, effective March 1, but the permit system will be continued.

THE HEARING on proposed increase in minimum weights of grain products, called by Chairman Johnson for Chicago, Wednesday Feb. 26, has been indefinitely postponed.

LOWER RATES on freight shipments by combination rail and water routes will be established by the railroad administration, principally between Gulf and Atlantic points.

PROPOSED CHANGES in milling in transit were discussed at a meeting of United States Railroad Freight Traffic Com'ite at the Century Bldg., St. Louis, Mo., Feb. 19, at 10:30 a. m.

CONRAD E. SPENS, who, during the war had charge of the traffic for the Food Administration, has been appointed assistant director of the division of traffic of the railroad administration.

FREIGHT RATES in North Dakota will be reduced 28% since the passage of the commodity rate bill by the state legislature. This reduction brings rates to about the same level as those in Minnesota.

NO RAILROAD LEGISLATION will be considered at this session of Congress. An appropriation of \$750,000,000 for operation of railroads under government control has been approved by the Appropriations Com'ite.

FT. WILLIAM, ONT.—An embargo on the movement of grain to the head of the lakes was put into effect recently by the Canadian Northern Railroad because of the lack of storage space, and will not be lifted until some of the accumulated grain has been shipped.

A RATE of 12c per 100 lbs. has been established by the barge line on all grain and grain products from St. Louis and New Orleans on both domestic and export traffic. The present all rail domestic rate on wheat is 22.5 and on oats, rye, barley and grain products, other than flour, 15 cents.

APPLICATIONS WILL now be accepted covering the movement of grain from all country points to New York for export, which bear the notation "For Sale to the Grain Corporation" or on which a steamship commitment is shown according to notification sent out by the U. S. Food Administration.

CONDAMNATION PROCEEDINGS against the Cape Cod Canal property have been ordered by Sec'y of War Baker, because the canal owners refused to accept an offer of \$8,250,000 by the government. Congress authorized the acquisition of the canal the decision as to the time being left to the sec'y's of war, navy and commerce.

A CONFERENCE of the special and executive board com'ites of the National Ass'n of Railroad Commissioners has been held in Washington the past week to work out a plan of co-operation between the state railroad commissions and the federal administration, a movement which was begun by Walker D. Hines, director general.

THE EXTRA CHARGE of \$2 per car for placing grain cars on special tracks for sampling and inspection is held reasonable in a tentative decision by the Interstate Commerce Commission in the reconsignment case. It is held also that demurrage should begin to run 24 hours after 7 a. m. of the day on which the grain is sampled.

BOSTON, MASS.—The Railroad Administration announces export grain rates effective Feb. 10 on grain, flour, grain products, etc., carloads for export from Rochester, Pittsford, Oswego and Barnard, N. Y., to East Boston, Boston, Providence and South Providence of 16 cents per hundred pounds, an advance from 15½ cents.—S.

SHIPIARDS on both the Atlantic and Pacific coasts have received orders not to begin work on ships aggregating a million and a quarter tons shipping sent out by the shipping board. The ships may eventually be built, but the work is being held up pending a decision by a com'ite of experts as to what types should be constructed under peace conditions.

THE RIGHT of shippers to inspect all consignments of commodities to ascertain damage, has been approved by the Interstate Commerce Commission. The ruling was that a tariff which includes no responsibility for damage is unreasonable in that it disclaims responsibility for damages which may have been due to negligence on the part of the carrier.

REPORTS to the railroad administration indicate that during the five weeks, Jan. 4 to Feb. 1, 119,871 cars of grain were unloaded on the various roads under government control compared with 97,033 cars last year. Loadings in the central west for the five weeks were 35,683 cars, against 31,262 cars last year; in the northwest 49,069 cars, against 37,166 cars last year, and in the southwest 12,872 cars, against 11,855 cars last year.

MORE THAN a million tons of vessels, built to meet the demands of the war, will be disposed of by the shipping board. The lot includes 110 wooden vessels, 12 composite ships and many of the small steel cargo craft constructed to help supply the American army in France. The funds obtained from the sale will be employed in the construction of large steel ships designed especially for long voyage hauling which American ships will have to do under the new constructive program.

THAT A B/L is a written contract between shipper and carrier is the decision of the Supreme Court of Washington in the case of the O.-W. R. & N. Co. against the Seattle Grain Co. The decision rests on whether or not the suit is outlawed. The railroad company sued for \$200 undercharges on grain shipped from Eastern Washington to Seattle. Seven judges held the claim valid as coming under the six year limitation for recovery on written contracts. Two dissented, holding the bill of lading was nothing more than a receipt, the binding force being the schedule of rates enforced by the interstate commerce commission. The decision is a reversal of the one in the lower court.

FEDERAL APPROVAL of Gov. Lowden's new waterway plan has been secured. The proposed \$18,000,000 waterway involves the utilization of the channel of the Des Plaines River instead of the old Illinois and Michigan Canal to connect the drainage canal with the Illinois River. The Illinois legislature must first pass a bill and as soon as this is done a formal permit will be issued by the federal government and the work will be started.

WHETHER or not state commissions still have power under the railroad control act to regulate intrastate rates will be determined by a federal court, a friendly suit having been filed with this purpose in view. Director General Hines and representatives of the state commissions in conference were unable to agree on this point, the director general holding that rates initiated by the railroad administration were subject to review only by the Interstate Commerce Commission.

THE HEARING on the question of increased minimum on grain products by the Western Freight Traffic Com'ite recently announced to be held Feb. 18 has been postponed until Wednesday, Feb. 26, at 10 a. m. in Room 2222, Transportation Bldg., Chicago. A large majority of millers are opposed to an increase of minimum over the present 40,000 lbs. The Railroad Administration takes the position that under Food Administration regulations, millers experienced no difficulty in shipping 60,000 lbs. or more.

LINCOLN, NEB.—Objections to intrastate rates on coarse grains and petroleum fixed by the federal rail administration, effective June 24, have been filed with the State Railways Commission against Walker D. Hines, director general of railroads, and the railroads doing business in Nebraska. The complainants are the National Council of Farmers Cooperative organizations of Chicago, members of the Nebraska Farmers Grain & Live Stock Co-operative Ass'n and the Western Petroleum Refiners Ass'n of Chicago.

THE WAREHOUSES at Tacoma are crowded full of wheat, in sacks, waiting for government orders. The shipbuilding strike on the Pacific Coast has interfered with the supply of vessels, altho the small size and equipment of such steamers as are nearing completion hardly warrant their use for ocean shipping and for this reason they are not likely to be commercially profitable for grain shipments. It is estimated that there are 55,000 tons on the docks at Tacoma and a similar condition prevails in the Columbia River district.

A PROPOSED AMENDMENT to section ten of "An Act to provide for the operation of transportation systems while under federal control, for the just compensation of their owners, and for other purposes, approved March 21, 1918, has the following provisions of interest to shippers: "That during the period of federal control, the right to initiate or change rates, charges, classifications, etc., exercised by the carriers now under federal control prior to Dec. 29, 1917, shall be exercised by the president or director general but such right to be exercised under such limitations as were imposed upon it by the act approved Feb. 4, 1887, whereby the Interstate Commerce Commission is to have as full authority and jurisdiction, to set aside any such changes, charges or classifications as the government had not assumed possession and control of the transportation systems."

THAT THE INTERSTATE commerce commission should have enlarged jurisdiction over rail and water rates under such mandatory terms of law as shall compel it to adjust rates by rail and water so as to enable boat lines to earn fair profit and co-exist with competitive rail lines, was declared by the recent rivers and harbors congress at its 14th annual meeting in Washington, D. C. If any reduction of rail rates should be permitted, the reduction should afford a differential in favor of the water lines commensurate with the natural advantages of water transportation.

TOLEDO, O.—Reparation and the establishment of reasonable rates are asked by the Young Grain Co. in a complaint filed with the Interstate Commerce Commission against the Toledo, St. Louis & Western Railroad Co., in which it is charged that on three carloads of corn shipped last October and November, from Mellott, New Richmond and Middletons, Ind., to Toledo, there stored, and subsequently re-shipped to Ripley, Atwood and Goderich, Canada, the rates were unreasonable to the extent that they exceeded the aggregates of the intermediate rates in effect at the time.

CONSOLIDATION of all the railroads in the country into about 25 great systems along present lines as an alternative to the plan for establishing regional systems on a geographical basis, was advocated by Daniel Willard, president of the Baltimore & Ohio in his testimony before the interstate commerce com'ite.

GRAIN GROWERS in Idaho, Oregon and Washington, organized as the Inland Empire Shippers League, have filed with the Interstate Commerce Commission an attack upon the 25 per cent increase in freight rates on grain and grain products made by the railroad administration last June.

AFTER CONSIDERABLE OPPOSITION an amendment to the \$33,000,000 rivers and harbors bill was passed by the senate directing the international joint commission to investigate what further improvement is necessary to make the St. Lawrence River navigable for ocean going vessels to its source in Lake Ontario. An amendment was also adopted for a survey of the routes between the Great Lakes and the Hudson River. A third for the survey of the Miami and Erie Canal in Ohio, including a branch canal connecting it with Lake Michigan and such other routes between Lake Erie and the Ohio River as may be practicable with a view to securing a channel 12 feet deep.

DETAILS of the first year of government operation of railroads which have just been made public show that the net federal income of 1918 of roads having annual operating incomes in excess of \$1,000,000, amounted to \$688,200,083, leaving a deficit of \$202,135,602 from the standard return guaranteed the roads. Operating revenues totaled \$4,842,695,884, an increase of 21.4% over 1917, and operating expenses \$3,939,315,122, an increase of 40.3%. Wage increases in 1918 added \$533,000,000 to the operating expenses and all materials cost more. Locomotive fuel alone cost \$125,000,000 more. The increase of operating expenses over operating revenue last year was 10.9%. The adverse weather of January and February of last year is given as the cause of a decrease in the net federal income of \$100,000,000 as compared with the same months in 1917. Freight and passenger traffic showed an increase over 1917.

A SUMMONS has been issued by the Supreme Court of North Dakota on request of Attorney General Wm. Langer, asking that Director General Walker D. Hines appear and show cause why he should not desist from collecting freight rates of more than 25% and passenger rates of half a cent a mile in excess of the schedule filed with the railway commission by the railways operating in the state. The petition declares that the establishment of increased rates last June by Director General McAdoo was an invasion of state sovereignty inasmuch as the state laws were ignored by the federal railroad administration which required the schedules to be filed with and approved by the state railroad commission. The state legislature recently passed a rate bill reducing intrastate rates about one fourth.

## The Sad Tale of a Curious Dealer.

BY F. N. WILLIAMS.

A lady walked into the office of a country shipper and asked for a donation to save "historical trees." After listening to her argument the country shipper made the following answer: Madam, I flatter myself that I have a spirit of loyalty and generosity. I have contributed to each and every object that has been presented to me, but I must decline this one for the following reasons. I have been held up, held down, sandbagged, walked on, sat on, spat on, rolled over, flattened out, and squeezed first by the United States Government on the refund case, the Federal War Tax, the excess profit tax, the income tax, and then for the State tax, the highway tax, surtax, auto tax, school tax, dog tax, cat tax, and syntax.

I have been held down to brass tacks by every society and organization that the mind of man can invent to attract what you have or may not have, from the Society of John the Baptist, the Women's Relief Corps, Men's Relief, the stomach relief, the wifeless, the husbandless, the childless, the conscienceless, the Navy League, the Belgian Baby League, the Red Cross, the green cross, the double cross and every other cross of all colors, and by the Children home, the Dorcas Society, the various hospitals, including the lying-in hospital, the lying out hospital, as well as some lying institutions.

My business has been decreased by the million and one restrictions placed on me by the Government, and because I will not sell all that I have and go out and beg, borrow and steal, I have been cussed, discussed, boycotted, talked about, lied to and lied about, held up and hung up, robbed and nearly ruined—and the only reason I am holding on to this life and this grain business is my curiosity to see what the hell is coming next.

CHARLES T. NEAL, second vice-pres. of the United States Food Administration Grain Corporation, in charge of the government's wheat buying in Omaha since August, 1917, has been appointed by Herbert Hoover for service in foreign relief work and will soon go abroad where he will take up his duties probably the distribution at some important European port. He will retain his title and position in the Grain Corporation. During his absence, his Omaha office will be in charge of L. E. Conklin. Mr. Neal is a dollar a year man and was formerly connected with a large terminal grain business at Kansas City and earlier was in business at Lincoln, Neb.

M R. PICKELL'S ARTICLES should begin to appear in the Rosenbaum Review not later than March 15 and thereafter regularly every week. The series will begin with Liverpool, and there will follow in sequence a series from London, Glasgow, Paris and one or two other French cities. Then from Spain, Italy and so on.

Mr. Pickell is in a class by himself when it comes to writing entertaining articles on business, travel, financial, commercial and agricultural conditions in any country. He is entertaining, instructive and authoritative.

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## Rosenbaum Review

417 Postal Tel. Bldg.  
CHICAGO

## Kansas Co-operatives in Seventh Annual Session.

The seventh annual convention of the Farmers Co-operative Grain Dealers Ass'n of Kansas, opened at Topeka, Feb. 12, with President G. D. Estes in the chair. The first day was practically given over to renewing acquaintances and making new ones, the real business being taken up on Thursday.

The principal subject under discussion was the question of paying the farmer \$2.26 a bushel for his 1919 wheat. A. D. Ensel, of Greensburg, Kan., said that the fight would be between the farmer and the consumer. He said: "We hear a great deal about the guaranty which farmers are to receive for their wheat crop, but nothing about the price of flour or other commodities."

The seed wheat bill pending before the legislature, methods of pro-rating profits and their relation to the income and war profit tax were subjects taken up by E. D. Clark, mgr. of the Farmers Elvtr. at Tampa. He said that there is no doubt that the patronage dividend plan attracts the people and is the fairest way to run a farmers' elevator.

"Doubtful Accounts and their Collection" was discussed the evening of Feb. 12. It was the consensus of opinion among the managers that the farmer should be made to pay cash for his goods.

THE MANITOBA GRAIN GROWERS Ass'n in its 15th annual convention decided against price fixing on the 1919 crop and declared for revolutionizing the grading of wheat by fixing grades on the basis of milling tests of samples taken by an independent sample buro to be appointed by the government.

## Supreme Court Decisions

**Arbitration.**—Where arbitration was begun under a mutual mistake as to which contract governed, etc., and the parties on discovery furnished the arbitrators the true contract and proceeded, there was a waiver of the defect, and the award was valid.—Chicago R. I. & P. Ry. Co. v. Union Fac. Ry. Co. U. S. Circuit Court of Appeals. 254 Fed. 235.

**Cropping Contract.**—Under the usual cropping contract, where the landowner is to have a share of the crop and the tenant or cropper a share, each party has at all times title to his share, and neither party has any right to sell or dispose of the share of the other party.—Fraine v. North Dakota Grain & Land Co. Supreme Court of North Dakota. 170 N. W. 307.

**Retention of Freight by Embargoed Vessel.**—That the vessel did not break ground for the voyage, an embargo being laid, did not prevent retention of prepaid freight, bill of lading providing for its payment on shipment of goods, and right to retain it; carriage being prevented by causes beyond carrier's control.—International Paper Co. v. the Gracie D. Chambers. Supreme Court of the United States. 39 Sup. Ct. Rep. 149.

**Refusal to Accept Wheat.**—Refusal, by contracted buyer of bluestem, turkey red, and fortyfold wheat, to accept sample of bluestem wheat alone, held not refusal of delivery releasing sellers from obligation, contract providing for delivery of all wheat at either of two places, at option of seller, other than its place of business where test of sample offered took place.—Dement Bros. Co. v. Coon. Supreme Court of Washington. 177 Pac. 354.

**Wagering Contract.**—If it was intention of parties to contract to deliver cotton that no cotton should be delivered, but that contract should be complied with by payment of difference in market value of cotton at time and place of delivery and price named in contract, it was a wager contract, and not enforceable, either under or independent of Acts 30th Leg. c. 86. Under Acts. 30th Leg. c. 86, the burden is on plaintiff, in an action for the breach of a contract to deliver cotton in the future, to prove that actual delivery was bona fide intended.—Pate v. Wilson Bros. Merc. Co. Court of Civil Appeals of Texas. 208 S. W. 235.

**Arbitration and Jurisdiction of Courts.**—In view of the Const. 1901, §§ 84, and Code 1907, §§ 2908-2923, arbitration and amicable settlement of differences between parties is favored, but agreements to oust or defeat the jurisdiction of all courts, as to all differences between the parties, are not allowed. Agreements which merely provide a mode or manner of ascertaining the value of property or amount of damages, losses, or profits are valid, and may be made conditions precedent to the right of action to recover damages based on such values, damages, losses, or profits.—Headley v. Aetna Ins. Co. Supreme Court of Alabama. 80 South. 466.

**Discrimination in Embargo.**—Indictments charging that, while an embargo in respect to the transportation of hay was in force, a railroad company did unlawfully offer, grant, and give permits for transportation to certain shippers, while others similarly situated did not receive certain permits, held insufficient to charge the offense of discrimination, etc. It not being alleged there was any transportation, etc. Transportation pursuant to authorizations given one shipper while an embargo was enforced against others in an unlawful "discrimination," and constitutes a violation of statute.—U. S. v. Chas. Schaefer. U. S. District Court, New York. 254 Fed. 332.

**Insurance.**—A bill providing that, in case of loss for which the carrier shall be liable, the carrier to that extent shall have benefit of any insurance is valid; and if the shipper effects insurance, and is paid full amount of loss, neither he nor insurer can recover against carrier.—Luckenbach v. W. J. McCahan Sugar Refining Co. Supreme Court of the United States. 39 Sup. Ct. Rep. 53.

**Landlord's Lien.**—In action against defendant, a dealer and shipper of grains, for damages for alleged conversion of a quantity of corn, on which plaintiff had a landlord's lien, held, that defendant's admitted participation in shipping and selling the corn made it chargeable as a matter of law with conversion. Where corn subject to landlord's lien was converted by buyer from tenant, measure of damages was the value of the corn, not exceeding the unpaid rent.—Hansen v. California Grain & Lumber Co. Supreme Court of Iowa. 170 N. W. 443.

**War Embargo.**—The condition from embargo laid against sailing vessels bound for the war zone, which would necessarily continue so long as the submarine menace, the cause of its imposition, was so far permanent as to relieve the carrier from further obligation to carry. Carriage contracted to be done by sailing vessel being prevented by embargo against sailing vessels bound for the war zone, the carrier was not bound to transport by a vessel not subject to the embargo.—The Allanwilde. Supreme Court of the United States. 39 Sup. Ct. Rep. 147.

**Retaining Freight on Shipper's Failure to Obtain License.**—Vessel being prevented from carrying shipment of varnish to war zone by failure of shipper to procure license, required by President's proclamation, for exportation, carrier could retain prepaid freight under contract, declaring it is to be considered as earned on shipment of goods, and is to be retained by vessel's owners if there be a forced interruption or abandonment of voyage, and exempting carrier from loss by restraint of princes, rulers, and peoples.—The Bris. Supreme Court of the United States. 39 Sup. Ct. Rep. 150.

**Liability for Transportation Charges.**—A consignor of freight shipped over the lines of a common carrier is primarily liable for the lawful transportation charges, and such liability can only be released by payment. Contract of shipment under Interstate Commerce Act Feb. 4, 1887, cannot be construed to contain an implied agreement that, where payment of freight is not made by consignee before delivery, notice thereof must be given to the consignor to hold him liable in the event of the consignee's insolvency.—New York Cent. R. R. Co. v. P. & R. Coal & Iron Co. Supreme Court of Illinois. 121 N. E. 581.

**Title to Proceeds of Draft.**—Where the drawer of a sight draft, with B/L attached, indorses the same and delivers it to the bank in regular course of business and receives credit for the amount thereof, which is checked out the following day, such transaction operates to pass the title to the property called for by the B/L to the bank, and where such bank forwards the draft to its correspondent at the place where the drawee resides for collection, and the same is presented and paid, the proceeds of the draft belongs to the forwarding bank.—First Natl. Bank of Claremore v. Stallings. Supreme Court of Oklahoma. 177 Pac. 373.

**MILLERS.** until further notice, will not be required to make the weekly report of grind, stocks of product on hand or in transit, says Howard B. Jackson, Zonal Agt. But should grain be re-sold or rehandled as grain it will be necessary to make the report on the form now used for reporting operations of elevators and warehouses. In other words, dealers who could be classed as elevator or warehousemen, should make the elevator report.

## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**C. M. & St. P.** in Sup. 27 to tariff 13030 A, gives rates on grain and grain products from points in Iowa, Illinois, Wisconsin, Minnesota and Nebraska to points in Illinois and Louisiana, effective, March 1.

**C. M. & St. P.** in Sup. No. 44 to tariff B 2774, names rates on grain and its products from points in Kansas, Iowa, Minnesota, Missouri and Nebraska to stations on its own and connecting lines, effective, March 1.

**Erie R. R. and Chicago & Erie R. R.** in connection with participating carriers in Sup. No. 8 cancels Sup. No. 7 to local, joint and proportional freight tariff No. 510-A applying on commodities from stations named in tariff to eastern cities as provided on pages 8 and 10 of tariff, effective, March 7.

**C. & A.** in Sup. No. 13 to tariff No. 28-C cancels Sup. No. 12 to freight tariff showing elevation and transfer charges on grain, feeding, bedding, yardage charges, etc. on livestock, mileage allowances on private cars maximum and minimum weights, rules governing furnishing of grain doors also miscellaneous local rules and exceptions to classifications applying at stations on its lines, effective, March 18.

**Santa Fe** in special sup. to tariffs issued for its own and associated lines and in connection with participating carriers shown in tariffs and supplements thereto, gives rules for constructing combination rates on commodities enumerated on page 2, between points in the United States as indicated in Agt. Eugene Morris' freight tariff No. 228. I. C. C. No. U. S.-1 supplements thereto or reissues thereof, effective, Feb. 15.

**Erie R. R.** and lines Buffalo, Salamanca, New York and west thereof, C. & E. in connection with participating carriers, local, joint and proportional freight tariff No. 182-D cancels local, joint and proportional freight tariff No. 182-C naming rates on grain, grain products and grain by-products, carloads from Chicago, Englewood, Hegewisch and Pullman Jct., Ill., Hammond, Highlands and Saxony, Ind., to points in Indiana, Kentucky, Michigan, New York, Ohio, Pennsylvania and West Virginia, effective March 15.

**C. R. I. & P.** and participating carriers in Sup. No. 38 cancels Sup. No. 37 to tariff No. 10389-D giving local, joint and proportional rates on grain, grain products and seeds between St. Louis, Mo., East, St. Louis, Alton, Quincy, Ill., Hannibal, Mo., stations in Illinois, Iowa, Minnesota, Missouri and South Dakota, also Armourdale, (Kansas City, Kan.) Atchison, and Leavenworth, Kan.; also on grain and grain products, carloads from stations in Iowa, Minnesota and South Dakota to Cairo, Thebes, Ill., Evansville, Ind., and Louisville, Ky., when destined Southeastern and Carolina territories, effective March 22.

**C. R. I. & P.** in connection with participating carriers, in Sup. No. 29 cancels Sups. 26 and 28 to tariff No. 29329-B giving local, joint and proportional rates on grain products and seeds in carloads between Albright, Neb., Armourdale, (Kansas City, Kan.), Atchison, Kan., Council Bluffs, Ia., Kansas City, Mo., Leavenworth, Kan., Omaha, Neb., St. Joseph, Mo., South Omaha, Neb., Sugar Creek, Mo., and stations in Iowa, Kansas, Missouri and Nebraska on the C. R. I. & P., C. B. & Q. M. P. and M. P. in Nebraska, and stations in Illinois, Indiana, Iowa, Minnesota, Missouri, South Dakota and Wisconsin, effective March 15.

## Feedstuffs

GIBBON, NEB.—E. J. Woolworth has erected an alfalfa mill which cost \$20,000.

ALTHO the mills are running at only 35 per cent of capacity the price of bran at Minneapolis has been reduced to \$37.50.

Louisville, Ky.—The Cottonseed Products Co., manufacturers of feeds, etc., has increased its capital stock from \$150,000 to \$300,000.

CROWLEY, LA.—The feed plant of the Nutriline Mfg. Co., owned by Lawrence Bros., was damaged by fire to the extent of \$50,000 recently.

WAVERLY, N. Y.—Ellis W. Niles, formerly district sales mgr. for the American Milling Co., Peoria, Ill., is the new sales mgr. for the Kasko Mills.

PEORIA, ILL.—The American Milling Co. Co. is planning the erection of a large plant on the site occupied by its former plant, which was burned a few weeks ago.

OWENSBORO, KY.—Expansion of business, has made necessary the enlargement of manufacturing facilities of the American Milling Co., and as a result it has put in operation a large plant here.

ALL RESTRICTIONS on the sale of bran and shorts have been removed by the Canadian government. The fixed prices were \$31 a ton for bran and \$36 for shorts. These products in this country have been selling around \$50 a ton.

THE CANADIAN Department of Trade and Commerce has issued a bulletin on an inspection of bran and shorts, which fails to bear out the contention that these feeds were largely adulterated. Many samples were well above the standard specified—B

ALTHO the claim departments of some railroads are insisting on collecting war tax on the full freight for feeds carried at one-half rates to the drouth-stricken districts the Internal Revenue Collector at Austin, Tex., A. S. Walker, has given an opinion that the tax is payable only on the actual amount of money paid.

THE PRICE of recleaning elvtr. screenings has been reduced 30% and is now \$25 per ton at Fort William Ont. The complete screenings in the terminal elvtrs. of Canada are under Dominion Government supervision. These are separable into scalplings, succotash flax, blackseeds and recleaned screenings, the latter representing from 10 to 35 per cent of the whole of the screenings. A small representative sample of the screenings will be sent on request by the Provincial Department of Agriculture, Winnipeg.

A BILL for the labeling of commercial feedstuffs has been introduced in the Minnesota legislature. Feeds must be registered and analyzed before Jan. 31 each year, and the handlers of feeds are required to attach to each 100-lb. bag a tag purchased of the dairy and food commissioner at \$1 for each 100 tags; 60c for 100 50-lb. tags and 40c for each 100 25-lb. tags. This is nothing but a tax of about 20 cents a ton on all feeds which must be paid by the consumer, and is wrong in principle, as the punishment of fraud should be left to the police and the courts.

LAKE CHARLES, LA.—We have just completed a modern mill here for the manufacture of molasses feeds, elvtr. storage for 20,000 bus. bulk grains. We have a mill for grinding corn chops, a power shovel, hopper scales, automatic scales, corn cleaner, mixers, and feeders for the manufacture of various feeds.—Lake Charles Grain Co.

## Books Received

MISSOURI YEAR BOOK for 1918 has just been issued by the State Board of Agriculture as its 50th annual report. It includes official facts and is a ready reference volume on Missouri agriculture. Copies can be obtained from sec'y Jewell Mayes, Jefferson City, Mo.

OUR RED BOOK, 1918 edition, has just made its appearance. As usual, it is a compilation of statistical information relating to stocks, cotton, grain, provisions, livestock, seeds, crops, imports, exports, etc., up to Dec. 31, 1918. It is a ready office reference on the subjects mentioned. Howard, Bartels & Co., Chicago, Ill., compilers and publishers.

COMMERCIAL MAP OF LATIN AMERICA with index of names, population and trade statistics which has just been issued in book form is a special edition of the Irving National Bank's Commercial Map of Latin America which has been prepared with particular reference to the purposes of utility and convenience not easily served by the regular edition of this map which was issued for wall display. Readers of the Journal may obtain copies from the Irving National Bank, Woolworth Bldg., New York, N. Y.

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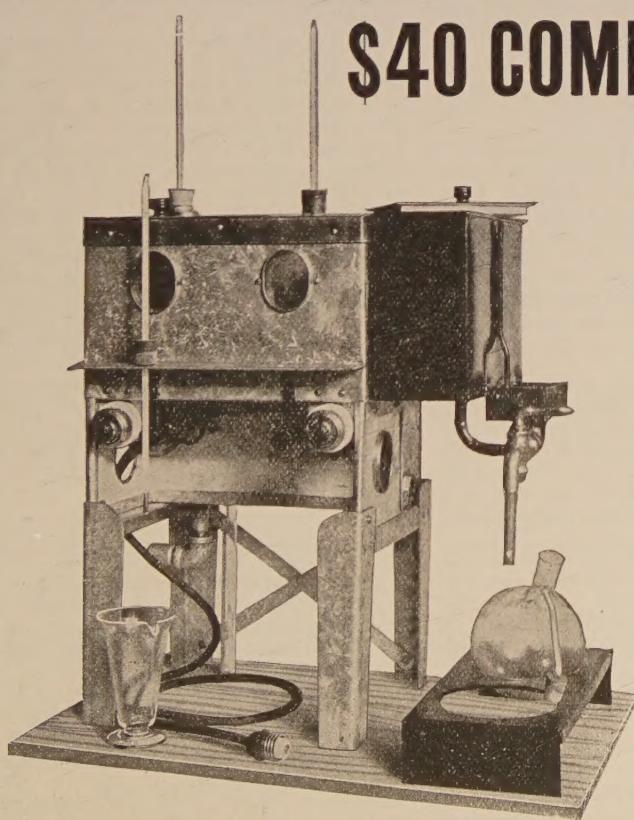
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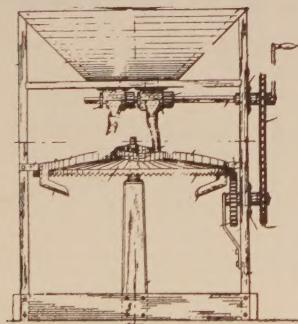
# Patents Granted

**1,291,371. Screening Machine.** John W. Bell, Montreal, Que. The device consists of a plurality of superposed screens, a vibrating mechanism including a cam mechanism to move the screens in one direction and a spring to move the screens in the opposite direction, the screens being mounted in compression between the cam mechanism and spring, and means for rotating the screens simultaneously with the vibration thereof.

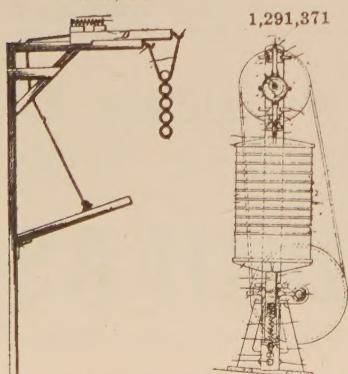
**1,291,277. Grain Cleaner.** Carl J. Ulrich, Lake Crystal, Minn. The grain cleaner is a combination of a frame with a fixed, upright trunnion, a disk mounted on the trunnion having a conical separating surface, two oppositely extended scraper blades overlying the separate surface and anchored at their inner ends to the trunnion and at their outer ends to opposite sides of the frame, a discharge spout supported by each scraper blade in a position to receive materials removed from the disk by the scraper blade and independent means for feeding materials to be separated on to the separating surface in the vicinity of the inner end of the scraper blade.

**1,290,923. Device for tying seed corn.** Cord McLain Davis, Oakwood, Ill. The device comprises a standard with a laterally projecting arm at its upper end with an upright guiding projection, a plate having a longitudinal slot to receive said projection and mounted to move horizontally on the arm, the under surface of the plate having outwardly projecting portions engaging the opposite edges of the arm, a spring fastened at one end to the inner end of the plate and at its other end to the arm, hooks at the end of the arm and plate, cords fastened to the hooks, and adapted to intersect each other as the plate is moved longitudinally in opposite directions, a treadle hinged to the standard and a rope fastened at one end to the treadle passing through apertures of the standard and secured in the inner end of the plate.

1,291,278.



1,290,923



1,291,371

## WATERED WHEAT LIABLE TO SEIZURE.

All shipments of wheat and other grains found in interstate commerce to which moisture, weed seeds, or other screenings have been deliberately added, whether or not they are in conformity with Federal grain standards, are liable to seizure, say officials of the U. S. Dept. of Agri.

Adding water by artificial means to wheat or other grains which come within the jurisdiction of the Federal Food and Drugs Act is a violation of that law, even though the moisture content of the grain, after the artificial addition, is within the limits set by Federal grain standards, according to a recent statement of the Bureau of Chemistry of the Department.

## ELEVATOR CASUALTIES.

CRAWFORDSVILLE, IND.—Ruby Sharpe, employed in the office of the Crabb-Reynolds-Taylor Co., was run down by an auto while leaving her place of employment.

OWENSBORO, KY.—J. M. Linton, an employee of the Rapiere Grain & Feed Co., was injured by falling and striking his wrist against the sharp edge of a timber. He is 48 years old and married.

CHAMPAIGN, ILL.—Frank J. Walton, employed by the Cleveland Grain Co. is suffering from a severe laceration of the tendons of his wrist. While he was riding on a loaded freight car, the brake dog slipped releasing the brake wheel. It whirled and the brake stick struck him. He is 22 years old and unmarried.

SHELDON, ILL.—Warren Hull, house electrician, employed by the Cleveland Grain Co., was severely injured while assisting the millwright in lubricating the oats bleacher bearings. He was standing on an elevated concrete extension and took hold of an apparently imbedded piece of angle iron to swing down. The piece was not fastened and came loose under his weight. He fell backward, the iron falling with him and the end striking him a terrific blow.

## PROPER SAMPLING OF GRAIN IN CARS.

BY J. A. HALLAM.

We find many samplers in the inspection departments thruout the country who are careless in securing samples. They may be in a great hurry or may not feel disposed to crawl between the roof of the car and the grain where the car is heavily loaded. Whatever the cause the sample obtained oftentimes does not fairly represent the average quality of the load, especially as regards foreign material and dirt.

When a single flexible spout is being used for loading and the car is being loaded heavily, the man in charge will, as a rule, when the last draft is nearly down, move the spout near the middle of the car where there is yet a vacant space which will hold the balance of the grain.

The last grain leaving the scales above contains more foreign material or dirt than the first. Therefore owing to the way it has been loaded, altho it has been leveled, the larger percent of this foreign matter lies nearer the door.

So, unless sampler probes well thruout the car, the sample will not fairly represent the entire lot.

LARGE QUANTITIES of Canadian flour are being held at the seaboard because of the shipping embargo and can not be disposed of.

## OHIO GRAIN DEALERS MUTUAL FIRE INSURANCE ASS'N.

The Ohio Grain Dealers Mutual Fire Insurance Ass'n in its 17th annual statement shows that the cost of insurance to policy holders for the year was 30% of the schedule rate or approximate cost in stock companies. The loss ratio to income for 1918 on a full annual premium was 9%; the expense ratio, 14%. The loss ratio per \$100 at risk on average amount of insurance in force in 1918, was 35 cents.

Insurance in force Dec. 31, 1918, was \$1,511,900, evidenced by 681 policies, the average amount per policy being \$2,220.

Cash on hand at the close of the previous year's business was \$18,494.89; receipts for 1918 were \$14,082.95, total, \$27,577.84. Total disbursements were \$12,885.10, of which \$4,048.12 was paid on fire losses and \$8,836.98 on operating and general expenses.

Total cash assets admitted by Ohio Insurance Department, \$14,692.74. Proceeds of assessment No. 2, \$7,142.26; furniture and fixtures, \$800; total net assets or surplus, \$22,635. The organization has no liabilities.

## MILLERS NATIONAL INSURANCE CO.'S ANNUAL REPORT.

The 43rd annual report of the Millers National Ins. Co. issued Jan. 31 shows the following condition at the close of 1918: Total admitted cash assets, in which are included \$523,800 worth of U. S. Liberty Loan bonds, \$3,323,980.08; liabilities, \$1,489,182.73; cash surplus, including \$500,000 permanent fund \$1,834,797.35; income during year, \$1,726,613.90; losses paid during the year, \$693,182.72; risks in force Dec. 31, 1918, \$187,422,048; gain during the year, \$27,785.144.

The company settled 69 losses over \$2,500 each and 3,384 under \$2,500 each. At the end of the year, there were 817 losses amounting to \$161,752.13 unadjusted and unpaid.

Of the total amount of insurance in force, \$187,422,048 at the close of the year 1918, \$38,806,336 was carried on the mutual plan and \$148,615.712 on the cash plan. Of the amount carried on the mutual plan, \$36,713,664 was on flour mills, elevators and contents, and \$2,092,672 on general business.

The probability expressed in its annual report for 1918 that there would be an increase in cost this year was happily averted by the response of policy holders to the appeal for vigilance and care in protecting their property. As a result of this carefulness, there was a decrease in losses amounting to \$157,000 over 1917, with many more millions of dollars more at risk. Duplication of the record of 1918 in the matter of losses will continue the present low rate of assessment with even a still lower cost quite within the possibilities.

THE most popular wheat plan would allow farmers to sell wheat to country grain dealers and millers at market price and take check slip for difference between that price and Government's basis, \$2.26, Chicago figure. Buyers would make affidavit weights and prices, enabling seller to cash check slips at bank, which would be reimbursed by the federal reserve banks. Supply and demand would then govern. If nature redeems her present promise of over a billion bushels U. S. A. 1919 wheat, the price might go around \$1.25 or \$1.50.—Southworth & Co.

# The GRAIN DEALERS JOURNAL.

## Insurance Notes.

DES MOINES, Ia.—Ole O. Roe having resigned as state fire marshal of Iowa, effective July 1, a successor could be found in the ranks of the mill and elevator mutuals.

THE WOODEN BARREL used as a vent for the exhaust pipe of the gasoline engine adds so much to the fire hazard that it should be banished from the precincts of the grain elevator.

KANSAS, CITY, Mo.—The Western Millers Mutual Fire Ins. Co., of which Chas. H. Ridgway is sec'y has taken additional office space to take care of its increased volume of business.

MADISON, Wis.—A bill in the assembly broadens the scope of the workmen's compensation law to include all employing one person. It has hitherto applied to those employing at least three persons.

THE BILL which takes from the fire departments of the state the money derived from the collection of the 2% gross earnings tax from insurance companies in North Dakota failed to pass the lower house of the legislature.

INDIANAPOLIS, IND.—H. H. Friedley, state fire marshal of Indiana, has prepared a bill giving the legal attache of the state fire marshal's office concurrent powers with the various prosecuting attorneys in the different districts.

THE WORKMEN'S compensation act, which passed the lower house of the North Dakota legislature, minus the emergency clause, will not become effective until July 1, next, even if it passes the senate. The bill creates a system of compensation under state direction, the compensation board to fix the rates and handle the entire work.

"HOLD ON TO UNCLE SAM'S INSURANCE" is the slogan of an appeal addressed recently by the Treasury Department at Washington to the soldiers and sailors of America. The circular, dated Dec. 4, but delayed more than a month in appearance, states that "The government will write ordinary life insurance, twenty payment life, endowment maturing at age 62, and other usual forms of insurance." Nothing is said of the fact that payments to beneficiaries have been vastly in excess of the aggregate premiums received, on account of an underestimate of the war hazard or too low a rate. Perhaps the administration expects that peace time payments to beneficiaries will be so much less that premiums from men in civil life will make good the deficit and reduce the burden on taxpayers.

THE POSTPONED annual meeting of the Western Grain Dealers Mutual Fire Insurance Ass'n was held at Des Moines, Feb. 4. Officers elected are: Pres., Jay A. King, Des Moines; vice-pres., S. W. Wilder, Cedar Rapids; sec'y, Geo. A. Wells, Des Moines; directors, I. L. Patton, Newton; P. J. Harvey, Gowrie; L. W. Larson, Rolfe; Geo. A. Wells, Des Moines; executive com'ite, F. D. Milligan, Jefferson; P. J. Harvey, Gowrie;

N. S. Beale, Tama. By unanimous vote, the Articles of Incorporation were changed to conform to the requirements of Chapter 4, Title 9 of the Code and Chapter 428 of the Acts of the General Assembly. The assets have increased about \$50,000 during the past year and there has been a gain of about \$3,000,000 of insurance making total assets of \$150,000 and \$11,000,000 of insurance in force.

"NO LICENSED INSPECTOR shall, directly or indirectly by any means whatsoever, de-

ter or prevent or attempt to deter or prevent any party from taking an appeal to the Secretary of Agriculture," is a new section No. 17, amending the rules and regulations of the Secretary of Agriculture, dated Nov. 6, 1916, under the United States Grain Standards Act of August 11, 1916.

EXPRESS RATES, ordered by the American Railway Express Co., will not be put into effect in South Dakota until the Supreme Court's injunction has been dissolved. The war is over.

## THE RECORDS

OF THE

### Flour Mill and Grain Elevator Mutual Insurance Companies

show that 80% of all fires in Mills and Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished, free of charge, by this office, on request.

### Mutual Fire Prevention Bureau OXFORD, MICHIGAN

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Try our plan for Short Term Grain Insurance  
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### WINDSTORM INSURANCE

THE "GRAIN DEALERS' WAY."

When a tornado strikes, the loss is always total, but the heavy winds that visit every section of the country take their toll too.

In 1918 we paid 75 windstorm claims ranging in amounts from \$3.00 to \$500.

A "Grain Dealers" policy gives you complete protection for windstorm damages.

A \$10,000 policy costs less than Five Cents a Day. Why not protect yourself NOW?

C. R. McCotter

Western Manager

Omaha, Nebraska



C. A. McCotter

Secretary

Indianapolis, Indiana

# MOHAWK



## RUBBER BELTING

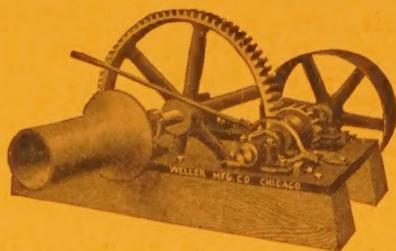
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with dust collecting systems to  
prevent explosions, and no  
dust explosion or loss of a  
single life has occurred in  
one of them.



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